

MASSACHUSETTS
COMMISSION FOR THE BLIND.
SIXTH ANNUAL REPORT.



FOR THE YEAR ENDING NOV. 30, 1912.

BOSTON:
WRIGHT & POTTER PRINTING CO., STATE PRINTERS,
18 POST OFFICE SQUARE.
1913.

BLIND WORKERS' EXHIBITION AND SALE.
Held at Filene's store, Dec. 9 to 24, 1912, through the courtesy of Wm. Filene's Sons Company. Direction, Massachusetts Commission for the Blind.



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APPROVED BY
THE STATE BOARD OF PUBLICATION.

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The Commonwealth of Massachusetts.

COMMISSION FOR THE BLIND.

JAMES P. MUNROE of Boston, <i>Chairman</i> ,	Term ends 1917.
Miss ANNETTE P. ROGERS of Boston,	Term ends 1914.
Mrs. JOHN T. PRINCE of West Newton,	Term ends 1915.
WALTER B. SNOW of Watertown, <i>Secretary</i> ,	Term ends 1916.
EDWARD E. ALLEN of Watertown,	Term ends 1913.

Regular meetings of the commission are held on the second and fourth Wednesdays of the month, at 308 Ford Building, 15 Ashburton Place, Boston.

Telephone, Haymarket 831.

Private branch exchange connecting central office, the Cambridge workshops and the James A. Woolson House, listed under Massachusetts Commission for the Blind.

Agents.

LUCY WRIGHT, *General Superintendent*.

CHARLES W. HOLMES,¹ *Superintendent of Training and Employment for Men*.

LOTTA S. RAND, *Superintendent of Training and Employment for Women*.

JAMES T. COLE, *Superintendent of Cambridge Rug Shop and "Wundermop" Shop*.

H. FRANCES LEWIS, *Manager Woolson House Industries*.

GEORGE S. MANSFIELD, *Distributing Agent*.

HELEN F. O'LEARY, *Accountant*.

HENRY COPLEY GREENE,² *Field Worker for Conservation of Eyesight*.

SUSAN E. WILSON, *Field Worker for Children*.

¹ Blind or partially blind workers.

² Privately paid until taken over by the commission, June, 1912.

I. CENTRAL OFFICE.

The central office is located at 308 Ford Building, 15 Ashburton Place, Boston.

Applications may be made at the central office: (1) for information in regard to the various general and special agencies already organized which may be utilized for the benefit of the blind; (2) for employment; (3) for educational and industrial aid; (4) for the use of the salesroom at 383 Boylston Street for consignment of home products; (5) for co-operation in care of children's cases not already provided for by the Nursery for Blind Babies and the Perkins Institution; and (6) for information and co-operation in non-medical work for prevention of blindness and conservation of eyesight.

ANNA HALL, *Stenographer.*

FRANCIS J. ROCHFORD,¹ *Stenographer.*

GRACE E. SNOW,¹ *Switchboard Operator.*

II. EMPLOYMENT.

There are three general divisions into which the possibilities of employment of the blind naturally fall: (1) among the seeing, either along professional lines, in offices, in shops or otherwise; (2) in shops for the blind; (3) in home industries or individual occupations.

Applications for employment will be carefully considered and every effort made to secure suitable work for the applicant. In the first case, personal effort of one of the commission's representatives will be made on behalf of the applicant. In the second, a position will be secured when possible in some workshop for the blind. In the third, suitable training and subsequent facilities for establishment in the trade taught may be provided by the commission, at its discretion and under such conditions as it shall determine. (See "Shop Schools and Industrial Classes.")

III. SALESROOMS FOR HOME AND SHOP PRODUCTS OF BLIND LABOR.

Summer salesroom, Handicraft Shop, 9 Bridge Street, Manchester-by-the-Sea; winter salesroom, Perkins Institution and Massachusetts Commission for the Blind, 383 Boylston Street, Boston.

All articles made in the home must be submitted for inspection and must come up to reasonable standards as regards style and workmanship. Original applications for the consignment of home work should be made at the commission's office.

FLORENCE CUMMINGS, *Commission's Agent.*

¹ Blind or partially blind workers.

IV. CAMBRIDGE INDUSTRIES.

Cambridge Rug Shop and "Wundermop" Shop, 686 Massachusetts Avenue (Central Square).

JAMES T. COLE, *Superintendent.*

HELEN F. MORTON, *Head Clerk.*

K. R. SMITH,¹ *Foreman, Mop Shop.*

JOHN PENDERGAST,¹ *Mop Agent.*

Woolson House industries for women, 277 Harvard Street (corner of Inman). Hand-weaving, chair reseating, etc.

H. FRANCES LEWIS, *Manager.*

MARY E. BANNISTER, *Assistant.*

V. "M. C. B." SHOPS.

CHARLES W. HOLMES,¹ *Superintendent.*

L. W. KILBOURN,¹ *Sales Agent.*

E. D. STICKNEY,¹ *Canvasser.*

Cambridge. — 34 Valentine Street.

J. C. EWING, *Manager.*

T. C. LEUTZ,¹ *Foreman.*

JENNIE E. SCHaab, *Clerical Assistant.*

Pittsfield. — 30 Eagle Street.

HENRY WILLS,¹ *Managing Foreman.*

NELSON A. FOOT, *Clerical Assistant.*

Lowell. — 213 Dutton Street.

IRA W. GOLDTHWAIT, *Manager.*

HENRY G. BURKE,¹ *Foreman.*

Worcester. — 194 Front Street.

M. D. FITZGERALD, *Manager.*

DANIEL SCOTT,¹ *Foreman.*

Fall River. — 28 Borden Street.

JOSEPH A. DENNIS, *Manager.*

JOSEPH A. BOUTIN,¹ *Foreman.*

Mattress making, chair reseating and broom making are the chief industries of these five shops, which employ only men.

¹ Blind or partially blind workers.

VI. SHOP SCHOOLS AND INDUSTRIAL CLASSES.

Instruction in chair seating and mattress making is given to a limited number of pupils, with a view to home or shop employment in these industries. Training is given in rug, mop and broom making, and in art fabric weaving, as vacancies occur in the various workshops and as the business expands.

REPORT.

His Excellency the Governor and the Honorable the Members of the Council.

GENTLEMEN: — The Massachusetts Commission for the Blind begs leave to submit the following report, covering the fiscal year ending Nov. 30, 1912. To it is appended the report of the general superintendent, embodying a careful summary and analysis of the various fields of work for the blind carried on under the supervision and control of the commission. In presenting that summary it is interesting to note the fact that of our regular staff of 30, in 7 shops and the central office, 12 are blind; and it is a pleasure to commend the single-minded devotion with which every employe — whether with sight or without — is carrying forward a work which, in its comprehensiveness and practical efficiency, gives Massachusetts, it is generally acknowledged, a leadership in the prevention of blindness and in the work of dealing with adult blind similar to that she has so long held in the education of blind youth.

CONDITIONS OF COMMISSION'S WORK.

Under the Act of 1906 (chapter 385) (see Appendix, pages 53, 54) the commission cannot give aid to blind persons in the form of permanent maintenance, but is empowered to use every effort, with the funds provided for its use, to promote the industrial efficiency of the blind, to find means through which that efficiency may contribute to self-support, and to aid in the marketing of products made by the blind. In addition, the commission endeavors to ascertain, as far as possible, the status and capacity of every blind person needing assistance in the Commonwealth, and to do all in its power to bring about an amelioration of the condition of those deprived of sight or in danger of such deprivation.

ENLISTS CO-OPERATION OF OTHERS.

In fulfilling these large responsibilities the commission has endeavored from the beginning to enlist all possible forms of co-operation throughout the State: the assistance of other existing bodies and agencies in finding blind persons and in ascertaining both the causes of their blindness and their capacity for self-help; the co-operation of local communities and industries in assisting their citizens or former workmen towards self-support; the co-operation of boards of health and of other State and local bodies in stamping out, through legislation and education, preventable blindness; the support of the general public in purchasing the products of blind labor and in giving the blind in every way a helping hand; and, above all, the co-operation of the blind themselves in securing for every fellow-citizen handicapped through loss of sight that release from the bondage of idleness and that economic independence which so many blind men and women in the Commonwealth have, by their own courageous effort, secured for themselves. It is interesting to note that these co-operating agencies now number, each year, at least 150 organized bodies and more than 500 individuals, such as physicians, teachers, social workers, etc.

ECONOMY OF PREVENTIVE WORK.

The importance to the State of this co-operative effort to diminish blindness and to make the blind industrially efficient cannot be overestimated. Since there are over 4,000 blind citizens in Massachusetts, besides many others with impaired vision for whom special oversight and training are most important; since the education of each blind child costs the Commonwealth at least \$3,000 (fully ten times the average public expense of educating the normal child); and since the cost to the community of every blind person who remains for years in idleness is at least \$10,000, it is evident that a sound and concerted effort—on the one hand to put a stop to preventable blindness, and on the other to help the blind to help themselves—is bound to result in a great saving of money to the State, to say nothing of the far more important saving in wasted and unhappy lives.

NEED OF LIFE PLAN FOR EACH BLIND PERSON.

The kind of work demanded being fundamentally that of prevention, — whether prevention of loss of sight or prevention of indigence or enforced idleness due to loss of sight, — the Commission for the Blind is called upon to deal with individual cases and problems, each in a special way. As far as it is possible to do so, the commission through its agents ascertains the needs and capacities of every child or adult with seriously impaired vision who requires outside help; puts those who are threatened with loss of sight in the way either of arresting that danger, or of preparing to be blind; makes the proper connection between the blind child and the agencies which stand ready to educate him; helps to work out, where conditions permit, the life-career, through proper training, for the blind adult; increases the number of such careers available to those without sight; provides opportunities in a wide variety of ways for the blind men and women to make marketable goods and to secure markets; educates the general public to appreciate the fact that persons without sight can, if given friendly co-operation, make themselves self-supporting; and, above all, endeavors to persuade communities, officials, industries and individuals to undertake the eradicating of that large percentage of blindness which is without question preventable. It has thus far given special attention to ophthalmia neonatorum and other forms of preventable disease and to loss of sight (total or partial) due to industrial accidents.

TWENTY THOUSAND VISITS TO 3,500 BLIND.

The agents of the commission have had a close acquaintance with more than 3,500 of the 6,000 persons, technically blind, who are or who have been registered with the commission. To do this they have made at least 20,000 visits in almost every city and town of the Commonwealth, and as a result 31 infants have been directed, through the central office, to the Boston Nursery for Blind Babies, about 125 children to the Perkins Institution and Massachusetts School for the Blind, and 274 men and women to the State Home Teachers for the Blind. Moreover, during the six years of the commission's existence,

173 blind men and women have been given industrial training; temporary work has been provided or secured for 79; regular work for 153; and home industry has been fostered by loans, equipments, use of canvassers or of the commission's salesroom for an average of 150 persons a year. In addition, recreation in the form of outings, tickets to Symphony concerts, etc., has been given by generous individuals, through the commission's office, to about 150 persons annually.

NEED OF PRIVATE RELIEF FOR DISABLED BLIND.

In this connection it should be pointed out that of the 4,000 blind in the Commonwealth, a great number is not in need of help of any kind from the State, another considerable number is being educated in such schools as the Perkins Institution, and a third large body is beyond the range of the commission's permitted activities, being so enfeebled by age or illness as to make its members subjects for that "permanent maintenance" which it is forbidden to the commission to provide. As in several preceding reports the commission desires again to call to the attention of the generous citizens of the Commonwealth the serious need of this group of incapacitated blind men and women, urging that definite provision, in connection with existing homes or through private indoor relief, be made by adequate gifts or bequests.

SPECIAL AGENT AND ADVISORY COMMITTEE ON PREVENTION.

The problem of preventing blindness receives unceasing thought and attention from the commission and its staff, and a field worker devotes all his time to this activity. The direct contact of the commission with physicians, hospitals and hundreds of blind persons all over the State — through its field worker, through its advisory committee on prevention of blindness, and through its agents in general — gives continual opportunity for research and for formulating far-reaching measures for legislation, administration, publicity and education, as well as for immediate, preventive care in individual cases. The State is now well roused to the dangers resulting from neglect of ophthalmia neonatorum, and to the importance of saving

eyesight now threatened through preventable disease, — soeial or industrial, — through industrial aceidents, through bad lighting of schools and faactories, or through eye-strain due to causes easily eliminated.

NEW PLAN FOR EDUCATION OF CHILDREN WITH DEFECTIVE SIGHT.

A field worker for children direets parents or guardians towards proper medical care in the ease of neglected blind or partially blind ehildren, and gives guidance, also, together with supervision, in eases where the edueation of the ehild is delayed either beeause of defective eyesight, of mental, combined with visual, defect, or of ignoranee of what the Commonwealth is ready to do. The commission is making every effort, with great hope for early realization, to seeure increasing eo-operation on the part of school authorities in dealing with sueh eases through speeial classes and rational forms of instruuetion.

FOURFOLD INCREASE IN MONEY RETURNS TO BLIND.

The year just closed has been notable, among other things, for the increased number of blind men for whom employment was provided. This has resulted largely through the development of the so-called "M. C. B." shops (at Cambridge, Pittsfield, Lowell, Worcester and Fall River) where, with the eo-operation of the eommunity, stimulated by loeal eanvassing earried on ehiefly by blind men, opportunity is provided for the making of brooms and eheap mattresses and the caning of ehairs. The State furnishes the shop and supervision, the workmen receiving the full prie of the article made, less only the cost of material. During 1912, 52 men were employed in this way, earning an aggregate of \$14,715.35. In every department, moreover, including the "M. C. B." shops, the rug and mop shops, the Woolson House industries, and the home-work industries, there has been not only a steady inerease in the total amounts paid to the blind, but also a marked gain in the percentage inerease of sueh earnings, as compared with the inerease in the State appropriation. While the appropriation in the six years since 1906 has inereased only about 44 per eent., the

growth in direct money returns to the blind has been 319 per cent. Nevertheless, there is a considerable waiting list of men ready for training and work, were there a market for the output of their hands.

WIDENING OF MARKET FOR PRODUCTS OF BLIND LABOR.

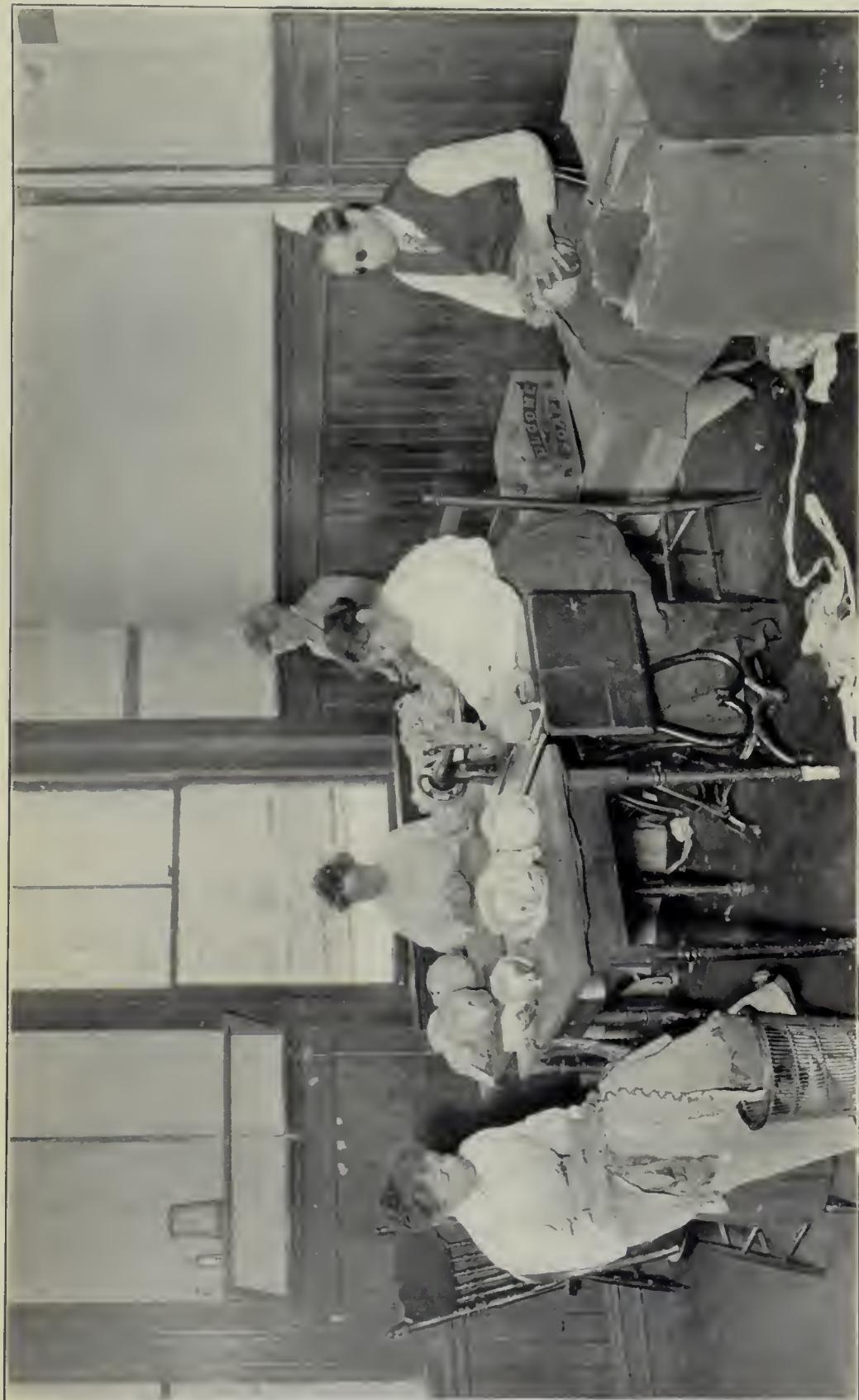
As noted in last year's report, the selling field for the "Wundermop" and for the Cambridge rugs has widened so as to include cities as far away as those of the Pacific coast. In this, as in the case of all other work done by the blind under the commission's supervision, the goods are sold strictly upon merit and at prices governed by the market. It is necessary, however, to devise special methods of bringing many of the products of blind labor to the attention of the public, and the commission has been especially fortunate this year in securing, during the greater part of the month of December, the co-operation of Messrs. Wm. Filene's Sons Company, who not only placed freely at the disposal of the commission an entire section on the fourth floor of their beautiful new building, but also aided the sale therein by extensive advertising and window displays (see frontispiece). The commission is deeply sensible, not only of this generosity, but also of the great personal courtesy shown to all its agents and workers in the carrying on of this special sale.

The summer salesroom at Manchester-by-the-Sea, special sales at summer hotels, and sales under the auspices of arts and crafts societies and women's clubs have during the past year, as before, widened our market, especially for home work and art fabrics. Especial thanks are due in this connection to the Middlesex Women's Club, the Fall River Woman's Club, and to the Arlington Street Church, Boston, for generous co-operation in arranging for sales under their auspices.

SUMMARY OF ACTIVITIES, DEC. 1, 1911, TO NOV. 30, 1912.

The commission has registered during this year 2,081¹ blind persons, and has been of especially material service to 584, of

¹ See report of general superintendent, p. 27.



CAMBRIDGE RUG SHOP.
Sewing and balling of rug materials by blind workers.

whom many have been helped substantially in several ways, as follows:—

I. Results:—

1. Training has been given or expenses provided during training to	28
2. Regular employment has been given to or secured for	104
3. Temporary work has been given to or secured for	21
4. Home industry has been fostered by loans, equipment, use of canvasser, use of salesroom, etc., for	117
5. Information and advice of more than a passing nature about medical care, special education, occupations, etc., have been given to	183
6. Reported to other agencies for the blind,	200
7. Reported to general agencies,	107
8. Recreations, symphony and other concerts, outings, vacations, etc., have been given by others through the commission to	176
9. Pending for various reasons (first visit [839], work, supervision, etc.),	1,087 ¹
II. No results because died, removed, incapacitated, etc., . . .	481

The commission has paid out to the blind through its various departments, in direct earnings, \$35,183.17, an increase over the previous year of \$3,138.25. Summarized, these payments have been as follows:—

Regular salaries and piece-work wages paid blind employees outside of Cambridge industries. This total covers one superintendent, two central office assistants, and all local shop employees,	\$18,394 19
Earnings of blind consignors through sales-rooms,	2,011 69
Salaries, wages, commission and royalty on sales, paid to blind employees in Cambridge industries,	14,777 29
	—————
	\$35,183 17
Earnings of blind placed through us alongside seeing workers (minimum estimate),	4,000 00
	—————
	\$39,183 17

¹ Includes 839 unchecked additions from federal census of 1910.

SUMMARY OF DISBURSEMENTS.

Appropriation for General Expenses.

Administration department:—

Maintenance of general offices, salaries of superintendents, general assistance (including 4 blind persons), traveling expenses and incidentals (including "Prevention") and office furnishings, \$12,803 93

Industrial and educational aid, maintenance of shops and training classes:—

(a) Board and lodging of apprentices, special wages to blind, guiding, etc.,	\$4,073 24
(b) Equipment purchased for blind persons,	33 65
(c) Special teaching and training of blind in broom manufacturing, chair seating, basketry, etc.,	705 80
(d) Seeing clerical help for blind agents,	51 23
	<hr/>
	\$4,863 92

Amounts refunded on account of equipment, etc., previously furnished to blind persons, 166 19

4,697 73

Home training for women (toward purchases of merchandise, etc.),¹ 247 58

Pittsfield workshop, 2,859 19

Lowell workshop, 2,360 75

Worcester workshop, 1,686 22

Fall River workshop, 2,053 41

Cambridge workshop, 8,072 23

\$34,781 04

Appropriation for general expenses, 1911-12, \$32,000 00

Extraordinary expenses for 1910-11, paid in 1911-12, 1,071 15

Schedule of extraordinary expenses for 1911-12, 1,709 89

\$34,781 04

Appropriation for industries, 1911-12, 23,000 00

\$57,781 04

¹ Balance of merchandise purchases, salaries to seeing and blind, and sundry expenses in this department paid from revenue.

Industrial Summary.

YEAR.	State Appropriation.	Number reached.	Number materially benefited.	Number given Industrial Training. ¹	Number employed regularly in Commission's Shops. ²	Earnings of Blind in Commission's Shops.	Total Sales.
1906-07, . .	\$40,000 00 ³	698	464	57	68	\$8,353 82	\$12,612 97
1907-08, . .	40,000 00	676	392	77	84	13,769 98	18,754 79
1908-09, . .	45,000 00	784	380	40	86	19,502 52	34,669 40
1909-10, . .	45,000 00	818	400	39	96	25,050 53	53,029 50
1910-11, . .	50,000 00	876	464	42	90 ⁴	28,544 92	67,331 98
1911-12, . .	57,781 04	2,081 ⁵	584	28	99	35,183 17	54,592 56 ⁶

¹ Number trained is determined largely by prospects for employment under supervision, and is no indication of number needing training.

² Part-time workers have been averaged for full time and added.

³ State appropriation July 1 to Nov. 30, 1906, amounted to \$20,000.

⁴ Decrease due to change in plan of using blind agents.

⁵ Includes \$39 uncheckd additions from federal census of 1910.

⁶ Actually an increase, since brooms have been transferred to general account and material manufactured that was not purchased.

DIRECT AND INDIRECT RETURNS TO THE BLIND.

As a direct result of the \$55,000 appropriated last year by the Commonwealth, the blind of the State have received nearly \$40,000 in wages, paid to or secured for them through the efforts of the commission. At a net cost, therefore, of little more than \$15,000, the State has been able to maintain an agency which, besides making it possible for these handicapped citizens to earn, through healthful labor, money which otherwise would have had to go to them, in idleness, as charity, is also serving as a bureau of information regarding the blind and, as a medium for the wise distribution of private philanthropy; is studying the causes of unnecessary blindness; is investigating and warning against the many dangers to eyesight involved in modern industry; is securing early care and right education for those threatened with loss of sight; and is enlisting State-wide co-operation, official and unofficial, in a campaign aiming to put an end to that large percentage of blindness which is preventable. This means that within the next generation there will be in the Commonwealth a marked diminution in dependency, a decided increase in industrial efficiency, together with a release from physical and mental suffering that money cannot measure.

FUNDAMENTAL POLICIES BASED ON IDEAS OF PREVENTIVE
WORK AND KEEPING THE NORMAL BLIND A VITAL PART
OF THE COMMUNITY.

The above summaries not only show a gratifying increase in what the Commonwealth, through the Commission for the Blind, is able to accomplish for the social and financial good of those of its citizens who are handicapped by loss of sight, but they give also satisfactory testimony to the wisdom of the policy adopted by the State six years ago, — the policy of endeavoring: (1) not simply to help the blind, but to help the blind to help themselves; (2) to deal with the problem as one of individuals rather than of a group or class; (3) to avoid as far as possible institutional treatment, and to keep the blind in close touch with those communities or persons that already have an interest in them; (4) to emphasize both to the blind and to the seeing that lack of sight does not necessarily interfere with a normal course of life; and (5) to bring sharply before all citizens, and especially before those in any way responsible, the frightful economic waste and loss caused by blindness, a large percentage of which, through enforcement of health and factory laws, and through special care of children with impaired vision, is easily preventable.

SPECIAL NEEDS.

Need of More Trained Blind Workers.

The work of the commission is fundamentally a work of prevention, and therefore there is special need of more trained workers to permit a complete carrying-out of the policy of finding and visiting the blind before they are fully overtaken by blindness, that they may not fall into that state of idleness and discouragement which greatly increases the difficulties of their subsequent training for efficiency. It is important, moreover, still further to develop the sound principle of training blind workers to teach the blind; of training them, that is, to be most effective in teaching the newly blind "how to be blind," in making them industrially efficient, and in developing and ex-

tending markets for the articles which they produce. The man or woman without sight is, as a rule, if properly prepared for the work, the best helper of those similarly handicapped.

Need of Special Education as Part of Public School System.

Furthermore, it is highly desirable that school authorities, both public and parochial, should be stimulated to study and experiment with the possibilities of educating children with seriously impaired vision, in existing schools for normal children, using such additional expert supervision, means and methods, as may be necessary to overcome certain handicaps due to defective sight.

Appeal for Use of Products of Blind Labor by Other Departments.

Finally, there is a great and immediate need of providing remunerative employment for a long list of blind persons who are ready and anxious to work, who can doubtless be trained to productive efficiency, but to whom it is not wise to give training and employment until there is an assured market for what they produce. As is made plain in this and in earlier reports, the commission is using every endeavor to find such markets and to make the public appreciate the intrinsic value of articles made by the blind. The conditions under which the commission works do not permit, however, of that large expenditure for advertising and for salesmen which a private business might properly incur; but the problem of selling would be carried a long way towards solution were the departments and institutions of the Commonwealth to make it a practice to purchase from the commission such supplies as they cannot themselves furnish, and which are made by the blind. Nearly all such departments and institutions must use, on a large scale, mops, brooms and rugs; and they must have a large number of chairs to be re-seated, much linen to be hemmed, and many knitted articles to be supplied. Were all these things to be purchased from the blind, it would be possible to give employment to many additional men and women, and the economy to the State in thus

buying from a department which, because of the handicap of the workers, has to be subsidized, would be very considerable. It is the earnest hope of the commission that the departments and institutions will give this matter of purchasing from the blind very careful consideration.

IMPORTANCE OF INCREASED APPROPRIATIONS.

The commission is asking this year for an appropriation of \$10,000 in excess of that granted last year. This additional sum is necessary in order: (1) to carry forward and to extend the fundamentally important work of preventing blindness and of co-operating with schools and other agencies in finding and caring for those children who, because of seriously impaired vision, need immediate medical advice or special forms of education; (2) to provide the capital and space necessary to train the additional blind workers to whom it is hoped that remunerative employment can be given during the coming year; (3) to find additional markets for the products already proved suited to the capacities of blind men and women; and (4) to experiment with new industries in order to find out whether or not they come within the necessarily limited range of achievement of persons without sight. The commission, in the six years of its existence, with an appropriation that has been increased from \$40,000 to only \$55,000, has been able to quadruple the earnings of the blind, and to increase the sales of their products fivefold, while at the same time making notable advances in the direction of preventing blindness and of dealing with many other problems of impaired vision; therefore it feels justified in urging this addition to its resources, and is confident that the money will be returned many times over to the State in the increased efficiency of its blind citizens, and in the decrease of the general burden arising from needless loss of sight.

PROPOSED LEGISLATION.

Experience having proved that certain additional legislation is necessary in order to increase the efficiency of existing statutes bearing upon the prevention of blindness, the commission recommends the following measure:—

AN ACT TO PROVIDE FURTHER FOR THE PREVENTION OF INFANTILE BLINDNESS.

Be it enacted, etc., as follows:

SECTION 1. Section forty-nine of chapter seventy-five of the Revised Laws, as amended by chapter two hundred and fifty-one of the acts of the year nineteen hundred and five, and by chapter four hundred and eighty of the acts of the year nineteen hundred and seven, is hereby amended by striking out the words "it may deem", in the last sentence and inserting in place thereof the word:— is,— and by inserting after the word "prevented" the words:— said action to conform to requirements established by the state board of health,— so as to read as follows:— *Section 49.* A householder who knows that a person in his family or house is sick of smallpox, diphtheria, scarlet fever or any other infectious or contagious disease declared by the state board of health to be dangerous to the public health shall forthwith give notice thereof to the board of health of the city or town in which he dwells. Upon the death, recovery or removal of such person, the householder shall disinfect to the satisfaction of the board such rooms of his house and articles therein as, in the opinion of the board, have been exposed to infection or contagion. Should one or both eyes of an infant become inflamed, swollen and red, and show an unnatural discharge at any time within two weeks after its birth, it shall be the duty of the nurse, relative or other attendant having charge of such infant to report in writing within six hours thereafter, to the board of health of the city or town in which the parents of the infant reside, the fact that such inflammation, swelling and redness of the eyes and unnatural discharge exist. On receipt of such report, or of notice of the same symptoms given by a physician as provided by the following section, the board of health shall take such immediate action as is necessary in order that blindness may be prevented, said action to conform to requirements established by the state board of health.

SECTION 2. This act shall take effect upon its passage.

INDEBTEDNESS TO OTHER DEPARTMENTS.

As already implied, the co-operation of bodies and individuals throughout the Commonwealth is so widespread that it would be impossible to acknowledge indebtedness to any of them without courtesy to others. The commission should not fail, however, to express again its obligation to the Massachusetts Association for the Blind, a private organization which antedates the commission and which always stands ready to supplement the work of the State. It is eager to acknowledge also

the help given in the work of prevention of blindness by its distinguished advisory committee, and it is a pleasure each year to acknowledge the commission's debt to the unfailing courtesy and interest of every official at the State House, whether on the administrative or on the legislative side.

Respectfully submitted,

JAMES P. MUNROE,
ANNETTE P. ROGERS,
LUCINDA W. PRINCE,
WALTER B. SNOW,
EDWARD E. ALLEN,

Massachusetts Commission for the Blind.

REPORT OF GENERAL SUPERINTENDENT.

The following report deals, first, with the results in departments maintained by the general appropriation of \$32,000, covering I. Central office, including clearing house, bureau of information and employment, register of blind, field work for prevention of blindness and for children; II. Salesroom and special sales; III. "M. C. B." shop system; and it deals, second, with the departments maintained by the appropriation of \$23,000 for industries, covering the Cambridge industries, namely, the I. Cambridge rug shop, II. the Wundermop shop, and III. the Woolson House industries.

A. DEPARTMENTS MAINTAINED BY GENERAL APPROPRIATION.

I. CENTRAL OFFICE, CLEARING HOUSE, BUREAU OF INFORMATION AND EMPLOYMENT, SIX YEAR SUMMARY.

New Meanings to Information and Advice.

That the item "information and advice" (see page 15, commission's report) may have some definite meaning to others the following examples are given:—

What can be done for an accomplished pianist, a young woman who became blind at twenty-three? Musical compositions not available in this country in raised types can be imported for her from Germany, England and France, and she can be introduced to others as a pianist and delightful teacher of German.

What could be done, again, for a lady of cultivation and of great intellectual activity, becoming blind at sixty-two and known to us at seventy? Very little in a way, but still the thing she wanted and lacked. She could be counselled about the use of the typewriter, and put in touch with a State home teacher, and later given counsel about the printing of manuscript which

the typewriter made it possible for her to prepare. And the returns have been real contributions to society, as may be seen in her ably and interestingly written book, "Edward Irving—Man, Preacher, Prophet" — published this year.

A year ago a Japanese artist became blind and could not return to Japan because of illness which must terminate fatally. What could we do that an active mind and skilful fingers should not be idle in this remaining interval of life? Nothing significant in an economic way, but something so significant to an active mind and skilful fingers that the blind Japanese could say, "He who finds work for me, being blind, is my living God." When the work of making paper flowers — really beautiful paper flowers — was found, he busied himself for months with materials which we could secure for him, making red and pink and yellow and white paper roses, which have decorated more than one bazaar and filled, with no little charm, many baskets and bowls. When he awoke at night in despair at the thought of blindness he turned to the materials beside his bed and made a rose in the dark to reassure himself that he could still work, though blind.

What can be done for an able blind man in a country town far away who wants to learn a new form of chair seating and scene-re materials for his work, and who wants some one in town to buy a second-hand typewriter for him? Through an experienced blind worker a lively correspondence can be carried on in Braille, which, since there are competent men at both ends, answers all the questions and brings about entirely satisfactory results.

What can be done for a young man of twenty-two, who had, in childhood, too much sight to enter a school for the blind and too little to go on in public school, and who now finds himself out of work because of unrecognized partial sight; unrecognized by his employer because the young man has no outward appearance of even partial blindness, and unrecognized by himself because he thinks methods devised for the blind are only for those totally blind? He could be persuaded that if musical Braille, invented for the blind, could serve him too, he should use it; and if a knowledge of the methods of blind men in his business

of piano tuning could serve him, he should use them; and he could be connected with a State home teacher for the Braille, and recommended to the tuning department at the Perkins Institution; and could be urged, too, to keep on with his life as a seeing person, but a seeing person who if he sees anything useful to him coming out of work for the blind, and dependence upon the senses of touch and hearing, will make full use of it.

Effective Co-operation by Inter-service on Committees and Boards.

So many questions have been asked during the past year in regard to the relation of the State to the various institutions for the blind that it may be interesting to say here that it is that of voluntary co-operation (see Appendix, between pages 54 and 55, for list of Massachusetts Institutions). That this relation is cordial and effective is shown in part by this report and in addition by the following facts: the chairman of this Board serves on the council of the Association for the Blind (private); another member is a trustee of Perkins Institution (private and State), and member of the social service committee at the Eye and Ear Infirmary; the director of Perkins Institution is also a member of this Board and secretary of the Association for the Blind; the general superintendent serves as a member of the board of directors of the Boston Nursery for Blind Babies, of the social service committee of the Eye and Ear Infirmary, and the committee on Woolson House (privately supported); the superintendent of training and employment for men is secretary of the alumni of Perkins Institution.

In addition it may be of interest to note that the general superintendent serves on the committee on health and productive power of the National Conference of Charities and on the committee on the aged, infirm, homeless and dependent blind of the American Association of Workers for the Blind. The superintendent of training and employment for men serves as chairman of the uniform type committee of the American Association of Workers for the Blind.

Resources for the Seeing made to serve the Blind.

It is to be recalled that many advantages of the community are open to blind as well as seeing, and that it is a part of our plan to help secure these advantages for blind persons coming to us. For instance, it can be stated definitely that from positions secured by us for the able-bodied blind in competition with the seeing and from relief secured for the more dependent from other organizations and funds, actual money returns have amounted to at least \$15,000 per year.

Recreations through Other Agencies.

Renewed acknowledgment should be made to the Massachusetts Association for the Blind; to the donors to the concert and recreation fund; to Country Week; to the Lend-a-Hand Society; to the Flower Mission for their generous and delightful contributions to the blind; and special acknowledgment should be made to the Boston Elevated Railway for tickets for car rides.

Register of Blind, Six Year Summary.

The register of the blind of Massachusetts includes over 4,000 names, and is based on the corrected State census list of 1905. More than two thousand new names have been added in the six years past. Changes due to death, removal and recovery of sight are necessarily recorded incompletely, but it is clear that under the present definition of blindness, Massachusetts has at least 4,000 blind citizens, and that there is in addition a considerable population of persons with impaired vision for whom early educational and vocational guidance would be of great practical value.

Definition of Blindness.

It may be well to repeat here the definition of blindness as thus far understood by this Board. While a case would never be refused consideration on a technicality, it is generally agreed that, in regard to children, all cases of one-tenth vision and less should be referred to the Commission for the Blind; in the case of adults, all cases less than, but not including, one-tenth. The additional necessity of watching many children's cases closely

for the sake of special training and guidance in choosing an occupation, even when vision is far above one-tenth, cannot be too strongly emphasized. In other words, all cases where sight is responsible for preventing education or employment under the usual conditions for seeing persons may properly be referred to a commission for the blind.

More than 800 awaiting First Visits.

The unusual number of new names for this year requires a word of explanation. It is due chiefly to the fact that the United States Census list for 1910 became available this year, and while checking that list with ours it proved that we already knew 1,390 of their incomplete list of 2,278, and added 888 new names to the register. Forty-nine of these have come to the commission's attention in other ways, since the list was received, and the remaining 839 will be visited as rapidly as the size of the staff allows. While it seems probable that some will not be found, there are no doubt many among them who need to know and make use of the Massachusetts resources for the blind.

Beside the United State Census additions, the new names for this year include 101 reported by almshouses and insane hospitals, blind but as a whole not helpable, and the usual numbers reported by State home teachers, hospitals, eye clinics and private individuals.

Blind People Idle and awaiting Employment.

The central office is the point where the pressure of new needs is so keenly felt, and a carefully sifted waiting list of 50 for the kinds of training and employment the commission is now prepared to give is a hard list to face, especially when you know personally that each member waits in idleness and discouragement, which may be fatal if opportunity is too long delayed.

If hope of more immediate employment could be held out, full time and year after year, this list would promptly be doubled. If prospects of new lines of occupation could be held out, this would be doubled again. The two most difficult things to meet are —

1. That very few people are situated or fitted to follow the same type of occupation.

2. That even when they do well, so many need continuous backing or supervision to carry on what they have begun successfully. Only a larger force and new centers of industry can meet these needs.

FIELD WORK FOR PREVENTION OF BLINDNESS AND CONSERVATION OF EYESIGHT.

The nature of the preventive work possible in individual cases is suggested in the report of the field worker for children (page 34). The report of the field worker for conservation of eyesight on more general problems is quoted in full as follows:—

Report of Field Worker.

1. OPHTHALMIA NEONATORUM: CASES AND RECOMMENDATIONS.

Though blindness from ophthalmia neonatorum seems this year to be decreasing in Massachusetts, the methods of control are still to be perfected. Four babies blind, and 4 with but one useful eye, are the total known to be seriously disabled. This total of 8 is too large. Every one of these babies could probably have been saved by efficient sanitary control. These blind and disfigured children reveal in their histories five types of failure:—

1. A midwife attended at the birth of Baby A in a textile city, whose board of health means to watch over the eyesight of babies in charge of such unlicensed practitioners. Symptoms of ophthalmia neonatorum first appeared after the midwife's visits had ceased. No health agent appeared. The father treated his own child—with rose water. The baby is now in the Boston Nursery for Blind Babies.

Does not this child's blindness show that we must have more thorough supervision of midwives and more widespread education of parents as to the dangers of this disease?

2. After treatment for ophthalmia neonatorum at an important city hospital, Baby B was discharged unhealed. Contrary to a rule of the State Board of Charity,¹ the State Board of Health was not notified. The district health inspector could not, therefore, be sent to the child's home. As the hospital physicians had given the mother no directions the child's eyes were neglected and one was destroyed.

Is this story not enough to prove that enforced notification of unhealed cases to the State Board of Health is essential?

¹ Rule 9 for lying-in hospitals.

3. Six days after her birth in the city of Boston, Baby C's eyes were "sore." After about two weeks they looked so bad that her parents took her to Dr. X, a graduate of a medical school of high standing and a member of a medical society. In a city of nurses he secured for her no nursing; in a city of hospitals he treated her in—his office. When at last the parents secured better care, one of the child's eyes was blind.

Her disfigurement and her danger of total blindness in the future would probably have been prevented if Dr. X had reported to the Board of Health. Why did he not report? Because, he says, the law had no hold on him; because, so he says, she was two weeks old.

This is not the first time that the carelessness of a doctor, technically, perhaps, within the law, has resulted in a baby's disfigurement or blindness.

4. The case of Baby D, born in Boston, was reported to the Board of Health. Their admirable follow-up machinery was at once set in motion. A nurse visited the home, reported on the treatment, and repeated her visits till the baby's eyes were apparently cured. Though the child had not been pronounced well by any physician in authority, the nurse's visits then ceased. In the absence of proper nursing the child's eyes rapidly grew worse. The cornea, or little port-hole, of each eye is now seriously scarred.

Does not this story show that the best follow-up system by nurses may fail if visiting ceases without an expert's direction, or without an after-care visit, to guard against relapse?

5. The case of Baby E, born in a suburban city, was reported according to law. The wheels of the State Board of Health's follow-up machinery began to revolve. The district health inspector visited. In consultation with the agent of the local board of health he adjudged the home treatment adequate. In charge of a general physician, this treatment was carried out by a relative in lieu of a trained nurse. The physician, Dr. Y, a graduate of a medical school of high standing and member of a medical society, left the case "apparently cured." The State Inspector, revisiting, found a state of things so serious that he sent the baby to the Eye and Ear Infirmary. Too late. One eye was already perforated, the other invaded by an irregular ulcer.

In an editorial of more than a year ago, the "Boston Medical and Surgical Journal" maintained that boards of health should "secure, for all except light purulent cases, immediate treatment by a skilled physician familiar with the disease and aided by at least one intelligent, trained nurse,—this, or else swift transfer to an appropriate hospital."

Does not this experience of Baby E show that the Journal was right and that a trained nurse must be at hand, not only to wash out the baby's eyes, but, when the sanguine or careless physician has paid his last visit, to secure medical care that shall, if possible, prevent blindness?

How can the services of a trained nurse, and if need be, of an oculist, be secured? Through the district health inspector's advice to the local board of health? The local boards fail in two ways. With honorable exceptions, they either (a) delay the "immediate action," required of them by law, until prodded by the district inspector, or (b) they take only such ill-advised measures as they deem necessary, and not the measures demanded to prevent blindness.

Where prompt, adequate and responsible supervision is essential, we accordingly find dilatory and inadequate action for which no one person or board can be held accountable. Uniformly efficient action can be secured, not through divided, but through centralized, responsibility.

We therefore recommend that section 1, chapter 251, of the Acts of 1905 be amended by inserting after the words "in order that blindness may be prevented," the words "said action to conform to requirements established by the state board of health." (See commission's report, page 21.)

Legislation.—The Legislature of 1912 passed a law (chapter 280, Acts of 1912) substantially in accordance with a bill supported by this commission in 1911, providing for birth returns within forty-eight hours of each baby's birth.

The Legislature also enacted into law (chapter 470, Acts of 1912) a bill, introduced by the chairman of this commission by agreement with the secretary of the Commonwealth, empowering the secretary to print on the State's birth return blanks a synopsis of the ophthalmia neonatorum reporting law. As cities and towns must make their birth return blanks "conform to those prepared by the secretary," this new legislation should result in notifying every physician, within two days of all the births which he attends, that it is his duty to report the symptoms of ophthalmia neonatorum to the local board of health. If ignorance of the law in the past has been an excuse, that excuse can no longer be urged.

Administration.—The administration of the laws and regulations for the prevention of blindness from ophthalmia neonatorum has shown the imperfections already indicated. More flagrant failures have occurred only in the administration of rule 9 for lying-in hospitals, which requires, in addition to the reporting of ophthalmia neonatorum, the use of a preventive at every birth, and immediate notification to the State Board of Health of every case discharged. This last requirement, essential to the follow-up work of the State Board of Health, has until recently been neglected more than it has been observed. Violations of rule 9, in Brockton, Fall River, Lawrence, Malden, New Bedford, Newton, etc., in one instance involving an important hospital in three almost simultaneous and very serious cases, have been reported to the State Board of Charity. We are glad to learn that the State Board of Charity has since succeeded in carrying out its long-intended plan of appointing

an inspector of lying-in hospitals, whose duties include the enforcement of rule 9. An essential member has thus been added to the State machinery for the prevention of blindness.

Standards of Medical Service.

(a) *Midwives.* — The investigation of midwives made by a "Boston-1915" committee two years ago, at the instigation of this commission, has only recently yielded results. Dr. James L. Huntington has compiled and published the data gathered by the committee's agents. His report shows that the number of midwives in Massachusetts is small and their training relatively good. The training and character of certain midwives — both professional and amateur — is, however, a matter of grave concern. One has been brought to the attention of the Boston Board of Health and has been successfully prosecuted for failure to report a case of ophthalmia neonatorum. Two other midwives have been reported to the State Board of Registration in Medicine for alleged practice of medicine without a license.

(b) *Physicians.* — Though well educated physicians have contributed to the records of this commission almost as many cases of unnecessary blindness as have graduates of the less reputable schools, these better educated physicians are also more subject to the positive lifting force of medical public spirit. To prevent blindness among babies, it is therefore most important that the State's standard of medical education be raised. Massachusetts, now a laggard among American states in its requirements for medical registration, should demand of all candidates for a license, that they first equip themselves by study in a medical school of good standing.

Educational Work.

With the help of the State Board of Health, the Board of Registration for Nurses, etc., the campaign of publicity has been continued. The State Board has reprinted in its monthly bulletin for December, 1911, the 1911 report on ophthalmia neonatorum of the social service department of the Massachusetts Charitable Eye and Ear Infirmary; the United States Public Health and Marine Hospital Service has done likewise in its public health report for March 8, 1912. At our request the State Board of Health has sent to all local boards a "Monograph on Ophthalmia Neonatorum in Ten Massachusetts Cities," and the "Boston Medical and Surgical Journal" editorial (Oct. 16, 1911) on "Lost Sight and the Law." The Board of Registration for Nurses is continuing the distribution of our Reprint No. 3, "The Law to prevent Blindness in Babies."

Excepting parents, almost all persons having to do with new-born babies are thus kept informed as to their duty to safeguard the eye-

sight of babies. To reach parents, also, Dr. Frederick E. Cheney has suggested legislation providing that on receipt of every birth notice, city and town clerks shall send appropriate publications to the parents.

2. INVESTIGATION.

A study undertaken two years ago by the research department of the Boston School for Social Workers, at the request of this commission, has been completed. The data, gathered from two years' records of the Boston hospitals, has already proved of practical value. The facts as to industrial eye injuries have been especially useful. Their presentation to the Massachusetts Commission on Compensation for Industrial Injuries resulted in the amendment of the workmen's compensation law so that, instead of providing extra compensation only for the few workmen suffering "total and irrecoverable" loss of eyesight, it now provides for the far more numerous class with one or both eyes (with vision as low as one-tenth normal) practically blind.

The question remains whether the law should not ultimately be amended so as also to provide extra compensation for injured workmen with vision (less than three-tenths normal) useless for skilled work.

The research department investigation just mentioned has thrown useful light on the visual damage resulting from congenital syphilis, etc., and on the important educational problem of children with defective eyesight. It has thus incidentally furnished striking material for exhibitions.

An investigation into the prevalence, the causes, and the results of accidents to the eye has been carried on for over a year by our agent for conservation of eyesight. Through the kindness of the Commission on Compensation for Industrial Accidents, the eye injuries reported to them have been classified, and their results inquired into. The hazard to eyesight in different classes of industry has thus been approximately fixed, and a mass of material gathered on the causes of accidents. Dr. D. S. Beyer, chief of the safety department of the Massachusetts Employees Insurance Association, has analyzed these results and incorporated them, with recommendations, in the association's "Safety Handbook." A reprint on "Eye Injuries," showing their causes and certain measures of prevention, has been issued by this commission. By arrangement with the Industrial Accident Board it is now being distributed to plants where eye injuries occur.

3. PUBLICITY.

This commission has sent a small exhibit on the conservation of eyesight to the Child Welfare Exhibition, at Northampton, and to the State Conference of Charities at Haverhill. A more permanent exhibit, largely based on the research department investigation, was sent to the International Congress on Hygiene and Demography. Somewhat popularized, the same exhibit has since been shown in the Boston public



BLIND WORKMEN WHO HAVE BEEN EMPLOYED FOR FIVE YEARS AT THE CAMBRIDGE RUG SHOP.
ALL LOST THEIR SIGHT THROUGH FORMER OCCUPATIONS.

1. Ran steam drill, dynamite explosion.
2. Mixer of dry lead, lead poisoning.
3. Miner, dynamite explosion.

library and the New Bedford public library, and will, it is hoped, prove a permanent feature of health exhibitions arranged in many cities of the Commonwealth by the State Board of Health.

4. NEW DEVELOPMENTS.

The drinking cup and common towel laws passed by the last Legislature are an evidence of growing public recognition of the danger, not only of tuberculosis, but of syphilis. The research department study appears to show that syphilis is responsible for 5 per cent. of the eye cases and fully 10 per cent. of the practical blindness occurring in our hospitals.

An out-patient record study made at the Eye and Ear Infirmary by our agent for conservation showed, between January and October, 46 cases of interstitial keratitis (usually a result of congenital syphilis), most of them treated only once. In the families of these patients were some 200 persons, many of them, doubtless, in need of anti-syphilitic treatment. It is with satisfaction, therefore, that we point to the new work of following up these cases, foreshadowed in the 1910 report of the social service department of the Eye and Ear Infirmary. Two clinics, one at the Eye and Ear Infirmary, the other at the Boston Dispensary, are engaged with their social service workers in securing constant and adequate treatment, both local (the eye) and constitutional (the whole body), for children with interstitial keratitis. This experiment should result in extensive work to save eyesight from the effects, not only of congenital, but of acquired, syphilis.

The optometry law, passed by the last Legislature, brings into this State a new menace to eyesight. Practitioners lacking knowledge of either ocular diseases, or the dangerous general diseases from which they so often result, cannot safely be trusted to recognize conditions which they are unable to treat. Yet the certificates granted to optometrists by a State board must tend to make the more ignorant of the public trust them, not only to fit them with glasses, but to recognize diseases which glasses cannot help. Blindness and even death must occasionally result. It is earnestly to be hoped that measures may be taken to mitigate these dangers.

To the new Board of Labor and Industries will be transferred, next June, certain activities of the State Board of Health for the conservation of eyesight. Most important among these are the enforcement of chapter 404 of the Acts of 1910, dealing with the employment of minors in trades injurious to health, and of chapter 603 of the Acts of 1911, aiming to secure thorough investigation and prevention of industrial diseases of the eye and industrial eye injuries.¹ As both these laws require medical knowledge for their proper administration, this commission opposed the bill creating the Bureau of Labor and Industries

¹ See Appendix, pp. 59, 60.

until amended so as to provide for the employment both of a deputy commissioner especially qualified to supervise the enforcement of laws relating to health, and of health inspectors who shall be physicians. Chapter 603 of the Acts of 1911 will give these new officers exceedingly wide powers to issue orders, with all the force of law. If based on thorough investigation, such orders may be a large factor in the protection of eyesight in industry.

FIELD WORK FOR CHILDREN.

It is to be noted that the report on field work for children covers only ten months, as our worker for children, a painstaking and tireless worker and a welcome visitor in many homes, went to another position in November, and her place could not be filled at that time. It is also to be noted that in the course of visiting various cities and towns she did work for adults to the number of 86, as well as having 310 children in her care.

Summary.

The following summary for ten months is printed in form for comparison with last year's work.

The field worker for children, during the ten months, Dec. 1 to Oct. 1, 1911-12, has had in her care 310 children (as well as 86 adults, — 42 women and 44 men), and has been of special service to 212 of the children distributed in 54 cities and towns.

The results are as follows: —

Three Hundred and Ten Blind Persons under Twenty Years of Age in Fifty-four Cities and Towns.

1. Educational guidance: —

Recommended to Boston Nursery for Blind Babies,	12
Recommended to Perkins Institution and Massachusetts School for the Blind,	26
Recommended to other social and educational agencies,	16

2. Medical care: —

Referred to medical agencies for general health or care of eyes and other information and advice,	59
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3. Investigation and supervision: —

Defective eyesight cases, mentally defective blind, cases of delayed education among normal blind, and continued medical care,	99
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4. Carried forward for investigation and further supervision, . . .

It may be of interest to say that for the coming year's consideration there are not only those of the 310 that are as yet unknown, that is 98, but also there are 72 who are known yet need supervision for the following reasons:—

For educational reasons (normal),	22
For educational reasons (feeble-minded).	11
For medical care,	13
For general oversight,	26

In reporting the work for children this year, two things should be brought out: (1) the pressing need of special education for defective eyesight cases, a matter, as one of our leading oculists points out, even more important to the community than the education of the blind; and (2) the fact that work for prevention of blindness may be associated with field work among the blind in such a way as to stand the stern test of the individual case.

Educational Problem, Defective Sight Cases.

We have in earlier reports given typical cases suitable in our opinion for trial in a special class,—children with defective sight but apparently of sound mind and body and of parents who would take an intelligent interest in such an effort for their education. This year has re-emphasized past experience, the field worker for children having regularly from 50 to 60 defective eyesight cases under supervision in different parts of the State. Letters from leading oculists and physicians, substantiating the experience of this Board and speaking especially of the needs of such cases in the city of Boston, have been presented with other data to the trustees of Perkins Institution and to the Boston School Board, recommending an experiment with special classes to meet this need.

Preventive Work.

The most satisfactory piece of preventive work has been, perhaps, the cases of little children sent to the Boston Nursery for Blind Babies to convalesce from phlyctenular disease. Much effort has also been spent in securing care for cases of interstitial

keratitis, and patients suffering from various forms of eye disease, for which prompt treatment means at least saving of partial sight, have been counselled and aided to secure prompt treatment. Help of this kind has been given to 59 children and 10 adults this year, often in distant towns where the practical difficulties of securing medical relief from specialists is very great.

Investigation and Supervision.

For the more technical plan outlining this work see Appendix, pages 60, 61, which gives the revised schedule of questions for the guidance of a field worker for children in all types of cases with which we are familiar. It is to be remembered that this schedule is planned not for one case but for many types.

II. SALESROOM AND SPECIAL SALES

The salesroom has been the means of paying the blind living in their homes \$2,011.69 during the year past, and a total of \$7,619.92 in the five years since this work, started by the Perkins alumnae, was taken over by this commission. The Manchester salesroom and selling through competent blind canvassers have added to our outlets. This increase is good, under the conditions of the year's work, but represents a yearly total which should be promptly doubled and could be if sales can be increased. We are now able to offer a long list of desirable products of the highest possible standards of work (see Appendix, pages 62-65).

To appreciate in what proportions the success of this work depends upon the commission's agents, upon the blind and upon the patrons of the sales and salesroom, it is necessary to know something of the home-work story. Besides the knitted and crocheted work, the baskets and cabinet work, 4,000 to 5,000 articles of the machine and hand-sewed work alone come from blind workers in their homes to the salesroom to be sold during a year, somewhat as follows:—

Aprons (a dozen kinds),	236
Bags (seven kinds),	123
Cleaning cloths (seven kinds).	1,723
Half-sleeves (pairs),	25

Takers,	233
Board covers,	13
Holders,	639
Towels,	1,920

In carrying on this work the commission, besides providing the salesroom —

1. Provides materials at cost price purchased of reliable firms who guarantee their goods as to fast colors, etc.

2. If the worker has some one in her home with time and ability to cut the materials by a thread, a piece of goods is shipped express prepaid, with a written order regarding cutting, making and amount due for labor, etc.

3. If the worker has no one to help, the cutting is done by the clerk at the salesroom or by volunteers.

4. The articles are sold without any percentage for commission, and the women are paid at the end of each month.

5. Supervision and advice is constantly given, both directly and through the State home teachers, and all workers are asked to live up to certain rules. If any stitching is not correct, possibly the thread too coarse or too fine, the hems too wide or too narrow or uneven, the stitches too far apart, the knitting too tight or too loose, the worker's attention is called to it and suggestions made as to cause and remedy.

6. It is necessary to know the capabilities of each worker in order to keep the stock up. — to know which women can make a certain style of apron or any article in the most satisfactory manner and in the shortest time.

7. It is constantly necessary to discover new articles that the public wants and the blind can make. But all that the commission and the blind can do is in vain unless patrons remember to purchase of us when they need articles that can be made by the blind.

The following story illustrates what the making of one or two kinds of articles may mean to the life of a blind woman in her home: —

Five years ago the commission was asked to send a sewing machine to a totally blind woman in a neighboring city who had need to support herself as far as possible and make a home for

her aged mother. She was a woman who had been self-supporting until she suddenly lost her sight at the age of thirty, but she did not lose her desire for independence and activity. In fact, she has worked so hard and been so eager to save against old age that she has broken down once during these five years as a result of too close application and too little consideration for herself. Now she is quite well again and works away on her machine, doing exquisitely careful work in her scrupulously neat home (where she is also the housekeeper), as happy and loyal a worker as could be found. As one of the demonstrators at the Christmas sale at Filene's, she continued her demonstrating to the night before Christmas and "would work on Christmas Day if it were necessary to show her appreciation of what the firm had done for the blind." In a year this worker earns about \$100 through the salesroom, and this, it is interesting to note, means that at least 17 ironing board covers, 255 aprons, 450 holders, and 1,175 towels and cleaning cloths.—1,897 articles in all.—each one beautifully done, have traveled back and forth between the salesroom and that busy, happy, orderly little home.

III. THE "M. C. B." SHOP SYSTEM.

The "M. C. B." shop system is in operation in Cambridge, Fall River, Lowell, Worcester and Pittsfield, and employs fifty-two men, in small groups, so far as possible, in their own communities, at wages amounting to \$14,715.35.

Two Year Comparison.

"M. C. B." Shops, 1910-11.

SHOP SCHOOLS.	Amount Invested from General Appropriation.	Number trained.	Number employed.	Total Wages earned by Blind.
Pittsfield, assumed, 1906.	\$3,444.00	2	8	\$2,429.66
Lowell, started, 1908.	2,093.54	1	9	2,134.75
Worcester, started, 1908.	1,628.60	3	5	1,485.14
Fall River, started, 1909.	1,877.67	1	7	1,362.25
Cambridge chair, started, 1908.	862.14	1	9	1,544.44
Totals.	\$9,905.95	12	35	\$8,956.24



CAMBRIDGE "M. C. B." BROOM SHOP, WHERE THE PAYROLL HAS INCREASED DURING THE PAST YEAR FROM \$13 TO \$14 PER WEEK.

Blind workman sorting broom corn.



Blind workman winding broom.



Blind workman stitching broom.

"M. C. B." Shops, 1911-12.

SHOP SCHOOLS.	AMOUNT INVESTED FROM GENERAL APPROPRIATION.	NUMBER TRAINED.	NUMBER EMPLOYED.	TOTAL WAGES EARNED BY BLIND.
Pittsfield, assumed, 1906,	\$2,859 19	—	9	\$3,075 78
Lowell, started, 1908,	2,360 75	3	10	2,411 76
Worcester, started, 1908,	1,686 22	3	5	1,667 12
Fall River, started, 1909,	2,053 41	1	6	1,595 52
Cambridge chair, started, 1908, . . .	8,072 23	6	22	5,965 17
Totals,	\$17,031 80	13	52	\$14,715 35

How the Pay Roll of the Cambridge "M. C. B." Shop came to grow from \$34 per Week to \$144 per Week.

Three things more than any others have made the pay roll of the Cambridge "M. C. B." shop grow during the year past. They are the piece-system, selling through blind canvassers, and above all, the leadership of a superintendent, who is himself blind. A year ago, this shop, with a pay roll of \$34 per week, was transferred to the general appropriation account, as it was not a commercial proposition in the same sense that other Cambridge industries are and was difficult of supervision under a separate roof from other industries. Moreover, it presented exactly the same problems as the local shops in the "M. C. B." system.

Superintendent himself Blind.

It is impossible for any one not closely acquainted with work for the blind to know without explanation the force which is given to a piece of work like this by the leadership of an able, experienced man, himself blind. The problem here was, first, to guide a group of men — finding it hard to believe that there could be any fault in their own work and having little of interest to keep them from dwelling on small troubles — to make good, honest brooms. The problem was, second, having made good, honest brooms, to sell them.

The superintendent of training and employment for men is a man, himself blind, who has, first of all, known many of the workers in their own homes, and spoken to them on the subject

of blindness as a blind man best can speak. He has known what it is, at the age of ten, to become blind and be thought a "wonder" by the neighbors when he went on filling his mother's wood-box, pumping the water and feeding the chickens; but he has had the good fortune added of having a mother and father who insisted upon his filling the wood-box, and did not make him feel that they thought it anything but a natural thing for a blind boy to do. He has known what it is to have even the simplest inquiry, addressed to the seeing person with him, rather than to himself whom it concerned, as though the minds and ears of those who do not see ceased to work.

From that day to this, this superintendent has had the experience of going right on living and working under the handicap of blindness and receiving many of the hard knocks that help fit men to be counsellors of others. At twenty-one, after an education at the Perkins Institution, supplemented by musical training in Boston and Berlin, he returned to Stanstead, his native town, where he had the experience, in a more literal sense than many seeing men do, of making a home for himself and family. He himself planted, tended and harvested his one-quarter acre garden; cared for his stock, raising colts and calves, pastured on the five or six acre farm; worked in the hayfield; cleared a cedar swamp, built fences, laid brick, shingled roofs and put in electric wiring. From that day to this he has kept the hobby of carpentry, as the oak settle, book-cases and his little daughter's crib now testify in his own home, and he has himself recently devised and dictated, with every detail of measurement, several house plans.

The business experience of this blind worker for the blind was gained largely in eleven years' active work as teacher and organizer of the department of music of the Stanstead Wesleyan College, which before the end of six years he saw housed in a building of its own and affiliated with the Toronto College of Music of which he is a fellow. In this position he not only taught his own pupils but planned and supervised work of other teachers (seeing) and seeing pupils of all ages and both sexes, and he held, at the same time, a position as church organist and choir leader.

During the six years since he came back to New England, where he was educated and where his ancestors on both sides belong, these early experiences have stood him in good stead in the day's work of traveling about the State, giving counsel to men newly blind, finding employment for the blind in competition with the seeing, organizing five local shops, and, during the year past, reorganizing the Cambridge "M. C. B." shop. During this time he has become closely acquainted with at least 568 blind men, and his shops system has to date been the means of putting \$34,271.41 wages into the pockets of the blind, the Cambridge "M. C. B." alone, with its pay roll of \$34 per week a year ago, now having a weekly pay roll of \$144 per week.

Piece System in the Cambridge "M. C. B." Shop.

The basis of wages to the blind in the "M. C. B." shop system is that receipts from the customer, less cost of raw materials, constitutes wages paid the blind. To establish this basis in the broom shop involved three things:—

1. Determining fair competitive prices of the product.
2. Determining the actual cost of raw material, and apportioning the difference between it and the selling price among the various processes of manufacture.
3. Bringing the men up to a point of efficiency, where in spite of their slower operations due to blindness, they can, nevertheless, earn a living wage at these rates.

The work involved for the superintendent of training and employment for men can be best understood when the following conditions are known.

Blindness combined with hand work retards various processes. For example, a broom shop in a neighboring city pays 8½ cents per dozen for house brooms sewed on a power machine, and men make \$3 to \$4 per day at it. Our men, on the other hand, blind and working by hand, are paid 43 cents per dozen, and have difficulty in earning \$1.50 per day.

In addition it should be made clear that rent, supervision, trucking, clerical help and all overhead charges are charged to maintenance and paid for out of money received from State appropriation for this purpose.

Blind Canvassers' System.

The blind canvassers' system, introduced by Mr. Holmes and placed under the direction of a sales agent (partly blind), is already giving good results. This we attribute first of all to the wise choice of sales agent, a man of character and business integrity, rapidly becoming blind, and to the choice as local agents of blind men of experience and business standing. One man known to us for six years, having a well established corner store and salt wagon route, has sold 100 dozen brooms in three and one-half weeks.

The superintendent and sales agent have prepared a printed notice and schedule of prices (see Appendix, pages 67-69) which, together with the follow-up work of the sales agent, make a good working basis for the blind canvassers' plan.

Such are the results of the investment of \$32,000 on the part of the State in the form of the general appropriation, — in brief, a central bureau of information and employment, field work for prevention of blindness and for children, a system of home work combined with a salesroom and special sales, and a system of five local shops.

**B. DEPARTMENTS MAINTAINED BY APPROPRIATION OF
\$23,000 FOR INDUSTRIES.****I. CAMBRIDGE RUG SHOP.**

This department is already so familiar through earlier descriptions that this summary will be made briefly with emphasis only on new conditions or points not previously covered. (See Appendix, pages 66, 67, for lists and prices.)

The superintendent of the rug and mop shops reports a slight decrease in sales in the rug department this year, but greater amounts paid the blind and, for the first time since the shop was opened, continuous operation of the shop, except for a partial shutdown in August during the four weeks' vacation period.

The following summary outlines the developments of five years in the rug shop. The first year, 1906-07, the department was not reported upon separately.

YEAR.	Employed.	Payments to the Blind.
1907-08,	13	\$3,134 93
1908-09,	12	4,345 45
1909-10,	20	5,976 47
1910-11,	20	6,073 07
1911-12,	20	7,231 45
	17 ¹	\$26,761 37

The following summary shows the widening of the market which has been a matter of five years' growth:² —

YEAR.	Rug Sales.
1907-08,	\$7,394 90
1908-09,	13,419 09
1909-10,	17,497 17
1910-11,	24,891 43
1911-12,	23,758 77
Total,	\$86,961 36

The most important changes during the year past have been: —

(a) *Wearing of Prepared Material.* — The rug shop is prepared to furnish necessary information for preparing materials at home to be woven on our looms at reasonable rates.

(b) *Introduction of the Limit System.* — The introduction of the limit system gives all weavers an equal number of square yards to weave daily. This gives the slower operative a chance to make as much as the more efficient, only he must work more hours.

(c) *Introduction of the Sterling Rug.* — The sterling rug of sterling quality has been added to the rug industry this year. The fabric is made from the by-product of the Cambridge rug, and while it is of artistic merit, woven as it is in harmonious tones, it is without special design and is sold much cheaper than the Cambridge rug.

¹ Average.

² The department was not reported upon separately for the first year 1906-07.

II. THE WUNDERMOP SHOP.

The following table shows the development of the mop industry during the five years past:—

YEAR.	Employees.	Sales.	Payments to Blind.
1907-08.	5	\$6,507 79	\$2,339 14
1908-09.	5	12,445 84	2,244 76
1909-10.	7	24,227 42	2,613 22
1910-11.	7	33,244 26	3,958 52
1911-12.	6	26,089 08	4,723 65
	6 ¹	\$102,514 39	\$15,879 29

¹ Average.

Although the sales of Wundermops for 1911-12 appear to have been about \$7,000 less than the sales for 1910-11, the shop as a matter of fact, (1) has had the chance to furnish labor without purchase of raw materials; (2) has worked the men the entire year, excepting the partial shut-down in August on account of vacations, and (3) has paid the blind more money. If we should add to this year's sales the price of the black mop yarn, which we have made up into mops without purchasing it, our mop sales would appear, as they have practically been, over \$2,500 more than they were last year. Mop sales for 1911-12 were \$26,089.08; for 1910-11, \$33,827. Adding \$2.75 per dozen for 3,550 dozen, or \$9,762.50 for material, and we show \$35,851.58, or a gain of \$2,540.17. This form of work is an excellent thing for the employment of the blind as mop makers, for they have made 35 per cent. of their wages this year on black mops with an investment of about \$5,000 less capital.

The limit system has been introduced into the mop shop with the same good results as in the rug shop.

It is always to be remembered that this mop was invented by a blind man, is patented, and made only by the blind. (For description, see Appendix, page 66.)

III. WOOLSON HOUSE INDUSTRIES.

The following report can only suggest the work of the Woolson House industries during the year past. As a matter of fact, this group of 17 which gathers each day at the Woolson House shop, represents a less homogeneous group in point of skill than any other in our employ, and represents the highest degree to which we have gone in adapting occupations to the peculiar needs of the individual. The processes followed daily vary from bobbin winding for the weaving, sewing together strips of cloth and rolling into balls for rugs, knotting rug fringe and sorting broom waste, to cane seating of various degrees of skill, weaving of small rugs, braiding of old-fashioned rugs, and weaving of fabrics of various degrees to those of the most intricate and artistic design. Often no two people are working upon exactly the same kind of work. This is most worth while from the point of view of employment of the handicapped, but puts a big challenge up to the ingenuity of the manager, and presents a complicated problem in the matter of finding a market. The shop should be looked upon not as a commercial enterprise but as an occupational effort on behalf of the handicapped.

The Manager's Problem.

The manager's ingenuity is taxed not only in studying the needs of the blind worker, but by the purchase and care of stock; the setting up of looms by a sighted person at least once a year; the study of what to make for the market; the securing of designs; necessary seeing finishing; necessary seeing supervision; record of every manufactured article; clerical work; and last, but not least, finding every possible outlet for sales.

Since small articles have been found salable, the shop has produced, in six months, 500 lavender bags, 600 children's bibs, 200 apron bibs, etc., which suggests the amount of detail involved.

Patterns dictated in Braille.

Some of the most unexpected and interesting points at which blind weavers are independent of seeing help are in the use of patterns. Patterns to be woven into materials are dictated,

taken down by the weaver in Braille, and afterwards shellacked to make them durable. The weaver can then refer directly to her own notes, and we have now accumulated a small library of such patterns, in charge of one of the blind workers.

Blind Weavers detect Broken Threads instantly.

As the workers are better and better acquainted with the mechanism of the loom less and less supervision is required. Weavers are themselves able to make simple repairs, and almost without exception a broken thread is instantly detected and mended by the worker. The broken thread occasionally snaps and is observed by the sense of hearing; more often it is detected by touch, experienced fingers discovering a narrowed "lease," a loose end or an imperfect spot smaller than the head of a pin.

Examples of Work adapted to the Needs of the Individual.

Woven Hit-or-Miss-Rugs. — One worker who has strong arms, and comes of a family of weavers (seeing), found great difficulty in doing fine fabric weaving, or following any other process. She is now busy and happy, doing a coarser kind of weaving exactly suited to her needs, and in the first month of her new occupation turned out 275 little hit-or-miss rugs all of which were readily sold.

Sorting Broom Waste. — Another worker, very unskilled with her hands, has tried at least five processes during the past three years without success. She is now happy to be earning even a tiny wage at sorting broom waste. Each straw is measured and thrown away if too short; if long enough, placed in an arbitrary measure according to its length, bundled and weighed. The worker is paid by the pound.

Rugs braided by Deaf-blind Worker. — Another worker, totally deaf as well as totally blind, is skilful at whatever process she takes up, but can earn the most at old-fashioned braided rugs, for which there is now a considerable demand. She has, during this winter, filled an order for a rug as large as an eight foot oval, evenly braided, well sewed and lying perfectly flat. Three years ago the manager could not have counted upon this worker for continuous application and evenly good work, but

under the favorable eonditions of life at Woolson House she has gained greatly, and is a lively and interesting member of the household as well as a good worker.

Chair Caning. — Two interesting workers at cane-seating are the forewoman, a very rapid and skilful cane seater, and an older worker, who does much less work but of fine quality, also, and has been asked to live at Woolson House this year because of her exceptionally delightful personal character.

For a prie list of the hand-woven produets being produued at present on the looms of the Woolson House industries, see Appendix, page 65.

Wages. — The highest wage earned in the Woolson House industries is \$7 per week, the least is 50 cents. In some instances workers are entirely dependent upon their earnings and live upon what they earn; others earn wages, and whether fair or small, live with their own relatives in eomfortable homes; others earn small wages, have no home of their own and must be pieeed out by money raised espeeially for them.

The James A. Woolson House. — To the group who have no homes, as well as to the newly blind women from distant parts of the State, the James A. Woolson House, maintained by the Assoeiation for the Blind, has brought immeasurable benefit and happiness during the year past, and given to the Woolson House industries a headquarters and such reinforcement as to double their signifieanee in the lives of blind women.

C. FINANCIAL REPORT.

FROM A PROSPECTUS DATED DECEMBER 1, 1911, TO NOV. 30, 1912, FOR C. E. SMITH & CO., INC., NEW YORK.

MAINTENANCE OF INDUSTRIES, 1911-12.

Appropriation from State,	\$23,000 00
Income from finished products,	52,062 14
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Total income,	\$75,062 14

Disbursements.

Merchandise,	\$44,476 80
Blind labor on goods manufactured, . . .	12,154 74
Seeing labor on goods manufactured, . . .	2,120 88
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	\$58,752 42

General Expense of Operation.

To blind:—

General assistance and janitor work,	\$1,198 72
Commission on sales,	295 13
Royalty,	1,128 70
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	\$2,622 55

To seeing:—

Supervision, accounting, etc., . . .	\$5,595 27
Commission on sales,	1,514 63
Rent (3 shops and 1 salesroom),	1,767 00

Incidentals:—

Equipment expense,	456 17
Express and freight,	1,380 70
Travel,	851 55
Sundries,	80 70
Supplies,	1,067 02
Laundry,	24 99
Extra cleaning,	78 65
Lighting, motor power, etc., . . .	99 62
Postage,	89 11
Advertising,	320 31
Coal,	144 44
Stationery, etc.,	27 35
One-half telephone service,	322 29
<hr/>	
	16,442 35
<hr/>	
	\$75,194 77

Comparison of Total Salaries and Wages paid to Blind and Seeing.

To blind:—	To seeing:—
Manufacturing,	\$12,154 74
Operating,	2,622 55
	—————
	\$14,777 29
	—————
	\$9,230 78

Quick Assets.

Cash,	\$1,454 34
Accounts receivable,	7,686 71
Merchandise on hand,	34,392 67
	—————
	\$43,533 72

Liabilities.

Accounts payable,	\$10,598 52
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APPENDIX.

APPENDIX.

I. ACT ESTABLISHING A COMMISSION FOR THE BLIND.

ACTS OF 1906, CHAPTER 385.

AN ACT TO ESTABLISH THE MASSACHUSETTS COMMISSION FOR THE BLIND.

Be it enacted, etc., as follows:

SECTION 1. There shall be a state board, to be known as the Massachusetts Commission for the Blind, consisting of five persons, to be appointed by the governor, with the advice and consent of the council, within sixty days after the passage of this act, one member of which shall be appointed for a term of five years, one for a term of four years, one for a term of three years, one for a term of two years and one for a term of one year. At the expiration of the term of any member of the commission, a member for the term of five years shall be appointed. Any member of the commission may be removed by the governor, with the consent of the council for such cause as he shall deem sufficient and shall assign in the order of removal.

SECTION 2. The commission shall be authorized to prepare and maintain a register of the blind in Massachusetts, which shall describe their condition, cause of blindness and capacity for education and industrial training. The chief of the bureau of statistics of labor is hereby directed to aid the commission by furnishing it from time to time, upon its request, with the names, addresses and such other facts concerning the blind as may be recorded by the enumerators in taking any decennial census.

SECTION 3. The commission shall act as a bureau of information and industrial aid, the object of which shall be to aid the blind in finding employment and to develop home industries for them. For this purpose the commission may furnish materials and tools to any blind person, and may assist such blind persons as are engaged in home industries in marketing their products.

SECTION 4. The commission may, with the approval of the governor and council, establish, equip and maintain one or more schools for industrial training, and workshops for the employment of blind persons, may pay to employees suitable wages, and may devise means for the sale and distribution of the products of such schools and workshops.

SECTION 5. The commission may receive in the schools established by it pupils from other states, upon the payment of such fees as the commission shall determine, and may at its discretion contribute to the

support of pupils from Massachusetts receiving instruction in institutions outside the commonwealth.

SECTION 6. The commission, in furtherance of the purposes of this act, may provide or pay for temporary lodgings and temporary support for workmen or pupils received at any industrial school or workshop established by it, and may ameliorate the condition of the blind by devising means to facilitate the circulation of books, by promoting visits among the aged or helpless blind in their homes, and by such other methods as it may deem expedient: *provided*, that the commission shall not undertake the permanent support or maintenance of any blind person.

SECTION 7. The commission, with the approval of the governor and council, may appoint such officers and agents as may be necessary, and fix their compensation within the limits of the annual appropriation; but no person employed by the board shall be a member thereof. It shall make its own by-laws, and shall annually, on or before the third Wednesday in January, make a report to the governor and council of its doings up to and including the thirtieth day of November preceding, embodying therein a properly classified and tabulated statement of its estimates for the year ensuing, with its opinion as to the necessity or expediency of appropriations in accordance with such estimates. The annual report shall also present a concise review of the work of the commission for the preceding year, with such suggestions and recommendations as to improving the condition of the blind as it may deem expedient. The members of the board shall receive no compensation for their services, but their travelling and other expenses necessary for the proper performance of their duties shall be allowed and paid out of the treasury of the commonwealth.

SECTION 8. There may be expended during the present year a sum not exceeding twenty thousand dollars in carrying out the provisions of this act.

SECTION 9. This act shall take effect upon its passage. [Approved May 11, 1906.

NAME AND LOCATION.	PURPOSE.	SPECIAL FEATURES.	REQUIREMENTS FOR ADMISSION.	MAINTENANCE FEE OR ADMISSION.
Boston Nursery for Blind Babies (private home and hospital) (private and state), 147 South Huntington Avenue and 129 Jamaica Parkway, Roxbury, Mass. Superintendent, Miss Anna A. Russell.	To provide a home and hospital care for infants wholly or partially blind.	The nursery adapts a certain number of children requiring special care to prevent blindness.	Age blind or partially blind child under five years of age.	Admission as follows: When able to go to the exterior, a child is admitted to the nursery, and when able to walk, to the schoolroom.
The Kindergarten for the Blind (the lower school of the Perkins Institution; semi-public "day and boarding school" for children under kindergarten and primary school age), corner Day and Perkins streets, Jamaica Plain, Mass. (about to be removed to Watertown, Mass.). Director, Edward E. Allen.	The care, training and education of blind children of kindergarten and primary school age.	In the kindergarten, games, gifts, occupations and sports; school, both hard and soft materials, drawing, gymnastic exercises, and outdoor sports.	Blind children, at least five years of age who are mentally normal.	Free to children of Mass. citizens. Other States or individuals pay \$300 per pupil per annum.
Perkins Institution and Massachusetts School for the Blind (private day and boarding school for children under kindergarten and primary school age), corner Day and Perkins streets, Jamaica Plain, Mass. (about to be removed to Watertown, Mass.). Director, Edward E. Allen.	Education of blind children and youth to fit them for life, so that they may become wholly or in part self-supporting and take their places in the community as respected and self-respecting citizens.	The kindergarten is the preparatory department in the Perkins Institution for the Blind, to which the pupils are promoted on the recommendation of the teachers. Special instruction for the deaf-blind.	Elementary and high school branches. Writing, American braille, pencil, typewriter, reading, American Braille, library, music, gymnasium and athletic field.	Endowed and receives State grant. For blind Massachusetts children. Other applicants are charged \$100 per annum.
State Home Teaching for the Adult Blind, (under the supervision of the Perkins Institution), Watertown, near Boston, to which application may be made.	To instruct blind adults at their own homes. To afford new resources to blind people. To awaken them to new activities by the example, special aptitude and skill of the pupils of their blind teachers. To make the pupils begin to earn a living and plan to make their households believe in them.	The instruction is given by blind teachers. Not only the pupils of the Perkins Institution, but the blind throughout the United States and Canada have the use of the large circulating library of the Perkins Institution.	Any blind person living in Massachusetts who aspires the hope and inspiration of example.	Expense is borne by the State.
Perkins Institution. (a) work shop department (for non-domestic adult blind), 147 East Franklin Street, South Boston; (b) saleroom, 332 Harrison Street, Boston. Manager, Frank C. Bryan.	To afford a limited number of blind adults a living through work which they might not otherwise be able to command.	Special attention is given to the commercializing of products.	Twenty to seventy years of age. Blind adults of good character during years of efficiency.	The business is self-sustaining under guarantee of the Perkins Institution. Piecework wages paid.
Perkins Institution Library.	Make good reading matter available to the blind.	The United States grants a special mailing privilege between libraries and readers. Volumes, 16,572. Titles, 1,272.	Free to blind readers throughout the United States and Canada.	The library is open during the school year.
Howe Memorial Press (Perkins Institution).	See Annual Report, Perkins Institution for the Blind, for 1911, p. 21.	Makes books and publishes books and music in Braille and types. Sells at cost special apprentices.	Interest on the investment of a special fund.	The press is active during the school year, September to July.
Worcester Memorial Home for the Blind, 81 Elm Street, Worcester.	To provide cottage homes for the homeless blind.	Now provides for a family of 12 blind women.	Private contributions and board of residents.	Home open all the year.
Massachusetts Association for Promoting the Interests of the Adult Blind.	To initiate and promote practical improvements in the interest of the blind.	Manages the James A. Woodson House, 277 Harvard Street, Cambridge, a school and industrial center for blind women. Aids in the support of the Worcester Memorial Home for the blind. Promotes the interests of the blind in various friendly ways.	Works in cooperation with State Commission.	The James A. Woodson House is open the year round.
Massachusetts Commission for the Blind. (a) General office and all branches, 3 Parker Street. Up one story, easy flight. General Superintendent, Miss Anna A. Russell. Applications may be made at the central office: (1) for information in regard to the various general and special agencies already organized, which may be utilized for the benefit of the blind; (2) for employment; (3) for educational and industrial training for the use of the schoolroom for consignment of home products; (4) for co-operation in emergency cases not already provided for by the Navy service for blind persons and the Perkins Institution; and (5) for information and advice in regard to medical work for prevention of blindness and conservation of eyesight.	(1) To promote and maintain the blind in Massachusetts. (2) To furnish a central office of information and advice in regard to medical and industrial training.	Established blind people, executives, needing industrial training and apprenticeship.	Instruction is given with full charge to persons qualified for the work approved by the commission. It is expected that living or traveling expenses during the apprenticeship shall be borne by the apprentices or their friends, who, however, may, if limits of cost allow, make some contribution to the commission, or, if the apprentices are unable to pay, the commission may, by vote in each case, make arrangements to be applied thereto.	Established office on 3 Parker Street, are open to the public from 9 to 12 A.M. and 1 to 4 P.M. during July and August. Staff are in operation during the year, but limits of cost allow some industries to be closed at short time, according to fluctuations of trade.
Workshops: Cambridge (for men), 689 Massachusetts Avenue, rug weaving and mending, matting, matting and chair seating, 27 Harvard Street, art fabric weaving and chair seating.	(2) To find employment when possible in competition with the seeing.	Training is given in rug, mop and broom making and in art fabric weaving, and in the manufacture of trade or business goods.	Third, they shall persevere until the trade has been learned, and then go into business without due cause and after consultation with the commission.	
Worcester (for men), 30 Eagle Street, mattress making, chair seating and broom making.	3. To provide for industrial training.	To establish, equip and maintain workshops for the employment of blind persons.	On the other hand, the commission may, if the apprentices are unable to pay, make arrangements to be applied thereto.	
Lowell (for men), 159-161 Main Street, matting and chair seating, 25 Horden Street, mattress making and chair seating.	4. To establish, equip and maintain workshops for the employment of blind persons.	6. To devise means for the home and distribution of home and shop products of the blind.	For this purpose, they shall give their best energy to the mastering of the trade.	
Cambridge (for women), 27 Harvard Street, art fabric weaving and chair seating.	5. To provide for educational and industrial training.	The products of home and shop industries of blind women are distributed through the schoolroom at 3 Parker Street.	For this purpose, they shall give their best energy to the mastering of the trade.	
Pittsfield (for men), 30 Eagle Street, mattress making, chair seating and broom making.	6. To provide for educational and industrial training.	Manufactured products (mops, rags, can brooms) are disposed of in regular commercial channels through the commission's distributing agents.	For this purpose, they shall give their best energy to the mastering of the trade.	
Lowell (for men), 159-161 Main Street, matting and chair seating.	7. To provide for educational and industrial training.	Suits, especially for maintaining trades (chairs, mattresses), are dependent on local patronage.	For this purpose, they shall give their best energy to the mastering of the trade.	
Fall River (for men), 25 Horden Street, mattress making and chair seating.	8. To provide for educational and industrial training.			

III. PREVENTION OF BLINDNESS, ADVISORY COMMITTEE, LITERATURE, REGULATIONS FOR LYING-IN HOSPITALS, AND INDUSTRIAL INJURIES STUDY.

A. — Advisory Committee, Movement for the Prevention of Blindness.

Object. — To study the direct causes of preventable blindness; to initiate, in co-operation and consultation with medical, charitable and health authorities, such measures as may seem desirable and to influence public opinion to the end that in future no person shall needlessly be added to the blind population of this State.

Promoted by the Massachusetts Commission for the Blind, in conference with the following persons: —

Mr. JEFFREY R. BRACKETT, Director, School for Social Workers, Boston.

Dr. RICHARD C. CABOT, Boston.

Dr. FARRAR COBB, Superintendent, Massachusetts Charitable Eye and Ear Infirmary.

Miss FRANCES G. CURTIS, Massachusetts State Board of Charity.

Dr. ROBERT L. DE NORMANDIE, Physician to Out-Patients, Boston Lying-in Hospital; Assistant in Obstetrics, Harvard Medical School.

Dr. GEORGE S. DERBY, Ophthalmic Surgeon, Carney Hospital.

Dr. SAMUEL H. DURGIN, Boston.

Dr. ELWOOD T. EASTON, Assistant Ophthalmic Surgeon, Massachusetts Charitable Eye and Ear Infirmary.

Mr. HENRY COPLEY GREENE, Field Agent for Conservation of Eyesight, Massachusetts Commission for the Blind.

Mr. EDWARD T. HARTMAN, Secretary, Massachusetts Civic League.

Mrs. MARY MORTON KEHEW, Treasurer, Massachusetts Association for Promoting the Interests of the Blind.

Mrs. GRACE COLEMAN LATHROP, Director, Boston Nursery for Blind Babies; President, Blind Babies' Aid Society.

Prof. HENRY C. METCALF, Member, Industrial Relations Committee of the Boston Chamber of Commerce.

Mr. WILLIAM H. PEAR, General Agent, Boston Provident Association.

Mr. LEHMAN PICKERT, President, Federation of Jewish Charities, Boston.

Dr. CHARLES P. PUTNAM, President, Associated Charities of Boston; President, Massachusetts Infant Asylum.

Dr. ANNA G. RICHARDSON, Visiting Surgeon, Vincent Memorial Hospital.

Dr. MARK W. RICHARDSON, Secretary, State Board of Health of Massachusetts.

Dr. MILTON J. ROSENAU, Department of Preventive Medicine, Harvard Medical School.

Dr. DAVID D. SCANNELL, Boston.

Dr. JOHN P. SUTHERLAND, Dean, Boston University School of Medicine.

Mr. DAVID F. TILLEY, President, Particular Council, Society St. Vincent de Paul, Boston.

Dr. HENRY P. WALCOTT, Chairman, State Board of Health of Massachusetts.

Mr. HENRY WESSLING, President, Catholic Federation of the Archdiocese of Boston.

Prof. CHARLES-E. A. WINSLOW, Department of Biology, College of the City of New York.

B. — Conservation of Eyesight Literature in Use in Massachusetts.

1. Reports: —

- (1) Second, Third and Fourth Reports of Social Service Work at the Massachusetts Charitable Eye and Ear Infirmary, 1908-11. (First report now out of print).
- (2) Third Annual Report, 1909, Massachusetts Commission for the Blind, pp. 18, 19, and Appendix A, pp. 25-33.
- (3) Fourth Annual Report, 1910, Massachusetts Commission for the Blind, pp. 8-11, and Appendix VI., pp. 54-59.
- (4) Fifth Annual Report, 1911, pp. 19-23.
- (5) "Saving Eyesight: A Venture in Conservation," by Henry Copley Greene. An illustrated article in "New Boston" for September, 1910 (now out of print).
- (6) Sage Foundation Bulletin No. 1, "Prevention of Blindness in Four States."
- (7) Monograph Series of the American Association for Conservation of Vision, No. 1. "Ophthalmia Neonatorum in 10 Massachusetts Cities," by Henry Copley Greene.

2. Reprints: —

- (1) "Ophthalmia Neonatorum," Frederick E. Cheney, M.D. (now out of print).
- (2) "Preventable Blindness caused by Inflammation of the Eyes in the New-Born," Robert L. DeNormandie, M.D. (now out of print).
- (3) "Stop Blindness," a simple statement concerning ophthalmia neonatorum, originally prepared by the Buffalo Association for the Blind.
- (4) "Ophthalmia Neonatorum: Preventive Treatment, Suggestions and Treatment of the Disease," prepared by the committee appointed by the Massachusetts Medical Society "to consider what measures should be taken by the society to prevent the occurrence and secure the prompt and effective treatment of ophthalmia neonatorum."
- (5) "Ophthalmia Neonatorum," a social service study of 116 cases of ophthalmia neonatorum cared for in the wards for the

treatment of infectious ophthalmia of the Massachusetts Charitable Eye and Ear Infirmary, October, 1908, to October, 1909, by Catherine Brannick.

- (6) "Ophthalmia Neonatorum: Facts concerning the Disease and its Prevention as affecting the State of Massachusetts," reprint of paper given before the Massachusetts Association of Boards of Health, 1910, by Mark W. Richardson, M.D., Secretary of the State Board of Health.
- (7) "The Prevention of Ophthalmia Neonatorum," reprint of editorial in "Boston Medical and Surgical Journal," July 21, 1910, dealing with the responsibility of physicians for blindness resulting from this disease (now out of print).
- (8) "A Campaign for Good Eyesight," by Henry Copley Greene, "New Boston," September, 1910, and February, 1911 (now out of print).
- (9) "A Campaign for Good Eyesight," by Henry Copley Greene, "New Boston," February, 1911.
- (10) Address by Miss Helen Keller, Massachusetts Association for Promoting the Interests of the Blind, Feb. 14, 1911.
- (11) "Ophthalmia Neonatorum—Progress in Prevention," by Henry Copley Greene, read at meeting Massachusetts Associations of Boards of Health, May, 1911.
- (12) "Lost Sight and the Law." Editorial reprinted from Boston Medical and Surgical Journal, Oct. 26, 1911.
- (13) "Eye Injuries," from the Safety Handbook of the Massachusetts Employees Insurance Association, the mutual company created by the workmen's compensation act.
- (14) "Work for the Prevention of Blindness," by Lucy Wright, chairman of the committee on the relation of medical and social work. Reprinted from the proceedings of the thirty-ninth National Conference of Charities and Correction (now out of print).

3. Publications:—

Bulletin No. 1. "Needlessly Blind for Life." Popular pamphlet with illustrations.

Outline, Bulletin No. 1.

Bulletin No. 2. "Phlyctenular Keratitis."

Bulletin No. 3, The law to prevent blindness in babies.

C.—Regulations for Lying-in Hospitals.

1. Each licensee shall keep a record of the correct name and residence of every patient received.
2. Each licensee shall keep a record of every birth and death under his care, and shall make prompt returns of every such birth and death to the proper authorities as required by law.
3. Each licensee shall use due diligence to prevent any deception by a patient as to her identity, and shall not receive any person who refuses

to give the required information, unless the case is one of emergency. If a patient does not give the necessary information before the fourth day after her delivery, a licensee shall forthwith notify the State Board of Charity.

4. Each licensee shall act in conformity with the laws of the Commonwealth for the protection of infants. He shall not be concerned in, encourage or permit any unlawful disposition of an infant or any arrangement whereby an infant may be deprived of any of his legal rights or abandoned to become a public charge. This rule shall not be construed to prevent a licensee from giving gratuitous assistance to a patient in placing her infant in a licensed boarding-house for infants, but such licensee shall at once report every infant so placed to the State Board of Charity.

5. Each license shall bear a number which shall not be duplicated, except that each renewed license shall retain its original number.

6. Each licensee shall plainly mark with the number of his license every article of an infant's clothing. Upon the discharge of each infant from the hospital, a licensee shall mark his license number and the date of the discharge upon every article of the infant's outgoing clothing. For example: $(\frac{908}{1-12-12})$, 908 being the license number, 1-12-12 being the date of discharge.

7. Each licensee shall be responsible for the observance in his lying-in hospital of Revised Laws, chapter 75, sections 49 and 50 and amendments thereto, relative to certain diseases of the eyes of infants.

8. Each licensee shall be responsible for the use at every birth, for the prevention of ophthalmia neonatorum, of either the 1 per cent. solution of nitrate of silver furnished to physicians by the State Board of Health or some similar preparation having the approval of the said Board.

9. A licensee shall send notice in writing to the State Board of Health, Boston, within *six hours* after the discharge from his lying-in hospital, of an infant whose eyes show or have shown the presence of ophthalmia neonatorum, stating the destination of said infant. A duplicate of the notice shall at the same time be sent to the State Board of Charity, Boston.

10. Each licensee shall frame his license and post it in a conspicuous place in the office of the hospital.

11. Each license shall be the property of the State Board of Charity and must be returned to the said Board upon the expiration of the term for which it is granted, or whenever it is demanded by the said Board after it has been revoked by vote thereof. The value of each license is hereby placed at \$50.

12. Any neglect or evasion of these rules or any collusion by the licensee with any of his patients for their subversion shall constitute sufficient cause for the revocation of his license.

THE STATE BOARD OF CHARITY,

By JAMES E. FEE,

Superintendent of State Minor Wards.

*Form of Notices in Accordance with Regulation 9.**State Board of Health (or Charity), Boston, Mass.*

GENTLEMEN: — The infant....., born at this hospital
 (Name.)
19....., has been suffering from ophthalmia
 (Date of birth.)
 neonatorum and was discharged ^{cured} _{uncured} from this hospital on.....
 19....., at.....o'clock.....M., and is to be taken to.....
(Name.)Street,
(Street and number.)
(City or town.)

D. — Industrial Injuries Study.

Through the courtesy of the Massachusetts Commission on Compensation for Industrial Injuries, our agent for conservation of eyesight has been permitted to study their reports of eye-accidents for one year. Certain of the data have been tabulated, as follows: —

Accidents reported May 1, 1911, to April 30, 1912.¹

	Number of Employees.	Number of Eye Injuries.	Rate per 1,000 Employees.
Totals,	627,206	262	.4
Brewers,	1,767	1	.6
Brick and tile,	210	1	4.8
Building trades,	16,147	10	.6
Chemicals,	18,120	14	.8
Clothing: —			
Boots and shoes,	66,290	5	.1
Engineering and excavating,	8,339	2	.2
Gas and water works,	11,915	2	.2
Inside shipping,	4,847	2	.4
Iron and steel: —			
Manufacturing,	61,521	89	1.4
Non-manufacturing,	1,619	1	.6
Leather,	9,816	2	.2

¹ Only injuries causing more than seven days' disability are included.

Accidents reported May 1, 1911, to April 30, 1912 — Concluded.

	Number of Employees.	Number of Eye Injuries.	Rate per 1,000 Employees.
Light machinery and electro technical: —			
Manufacturing,	28,625	30	1.0
Non-manufacturing,	2,608	1	.4
Mercantile,	33,853	4	1
Metal working,	7,442	8	1.1
Paper making,	12,262	2	2
Printing and publishing,	19,725	1	1
Quarrying,	3,781	8	2.1
Railways, steam,	48,597	23	5
Railways, street,	16,913	17	1.0
Teaming,	10,953	4	4
Textile: —			
Cotton,	110,622	15	1
Woolen and worsted,	42,199	8	2
Other textiles,	32,058	3	1
Wood working,	16,593	9	.5
Other industries,	40,384	—	—

IV. SCHEDULE OF QUESTIONS FOR VARIOUS TYPES OF CHILDREN'S CASES.

Special Inquiry concerning the Blind under Twenty Years of Age.

NAME		Color		Case Number			
Year of birth		How long in United States		How long in Massachusetts			
Lives Date		With		Address			
Blindness		Partial	Total	Congenital	Result of disease, viz.	Result of accident, viz.	Age at occurrence
Right eye							
Left eye							

Guide to additional points of inquiry (from which record is dictated by topics): —

1. Blindness: —

Degree, *i.e.*, whether the person is

- (1) Totally blind, or sees light only.
- (2) Has sufficient sight to avoid running into objects, sees shadows, etc.
- (3) Able to distinguish color and could see to play cards but cannot see to read.
- (4) Can see to read, but cannot use sight long enough for that purpose, *i.e.*, defective sight not helpable by glasses.

(5) Not blind, but seriously defective sight; if glasses, —
 (a) When was he first given glasses, and where?
 (b) Subsequent glasses, who, and where?
 (c) Which glasses, if any, is he wearing now?

Any other cases of blindness in family? Relationship?

Chances of improvement in sight?

2. Developmental history: —

Note: —

(1) Walk and gait, — at what age did child learn to walk?
 (2) Ability to use hands, — can he feed himself?
 (3) Speech, — at what age did he learn to talk?
 (4) Personal habits, — cleanly or not?
 (5) Power of voluntary attention.
 (6) Ability to show interest connectedly.
 (7) Can he be taught?

3. Physical condition: —

General appearance: —

Any physical defects, as hearing, throat and nose, skin, digestion and nerves? Congenital or not? Age at occurrence? Physician? Wasserman test?

4. Psychological questions: —

Character and disposition.

How does the child spend a day?

Binet tests.

5. Family: —

First name; age; nationality; occupation; earnings; health; habits.

Father:

Mother:

Brothers:

Sisters:

Number of brothers and sisters who have died. Of what diseases?

Consanguinity of parents.

Circumstances at time of child's birth.

Church.

Attitude of family towards blindness.

6. Schooling: —

School teacher; city or town; length of attendance; grade reached; absences on account of sight.

Before blindness:

Since blindness:

If none, why?

7. History: —

(1) Own story (quote accurately words and phrases, *if significant*).

(2) Accounts of others (indicate who speaks and your impression of value of observations).

8. Recommendation of investigator (with name and date): —

Follow-up work arranged for or needed: —

(1) Educational.
 (2) Industrial.
 (3) Medical.
 (4) Social.

9. Agent's journal.

10. Treatment or training given: —

Results: —

One year	Educational.
	Industrial.
	Medical.
	Social.

Five years	Educational.
	Industrial.
	Medical.
	Social.

V. HOME AND SHOP PRODUCTS.

1. Household Supplies List.¹

HAND AND MACHINE SEWING.

Aprons.

Adults' shaped aprons, lawn, gingham, cotton cloth,	\$0 75
Bretelle, two styles,	65
Butlers', 50 and 70 cents.	
Butlers' linen, to order.	
Children's shaped aprons,	35
Long cloth,	60
Plain gingham,	30
Strap gingham,	50
Plain lawn,	55
Plain percale,	45
Strap percale,	70

Bags.

Broom bags,	\$0 20 ²
Duster bags,	25
Ice bags,	65
Jelly bags,	10
Kitchen utility bags,	20
Laundry bags,	75
Net bags, in which to dry nice handkerchiefs or fine laces,	12

Braided and Hooked-in Rugs.

Braided rugs, per square foot,	\$0 70 ²
Hooked-in rugs,	10 00

Cleaning Cloths.

Bleached print, cleaning lamp chimneys (per set of 3),	\$0 20
Canton flannel, polishing silver,	12
Domet flannel, cleaning paint (per set of 3),	25
Dusters, bleached or unbleached (per set of 3),	25
Honeycomb, general cleaning (per set of 3),	25
Silk crash, polishing windows and mirrors (per set of 2),	25
Sponge cloth, scrubbing (per set of 2),	25

Miscellaneous.

Bread cloths (to order),	\$0 55
Crash dish cloths,	10
Crash takers,	10
Dress covers,	1 50
Handkerchief half sleeves (per pair),	20
Iron holders,	10
Ironing board covers,	45
Netting dish cloths,	10
Nurses' caps (to order),	50
Small braided mat, for cleaning flat-iron,	25
Sweeping sheets. Price according to size and material (to order).	

¹ Sold through the summer salesroom, winter salesroom and special sales. All prices subject to change.

² And upwards.

Towels.

Bathtub towels, 12 cents.
 Crash towels, 13, 17 and 25 cents.
 Glass towels, 14, 18, 24, 28, 30 and 45 cents.
 Roller towels, 35 and 55 cents.

KNITTED AND CROCHETED.*For Baby.*

Baby's blanket, knitted,	\$5 00
Baby's carriage blanket, knitted,	4 75
Baby's carriage blanket, crocheted,	5 50
Baby's carriage boots,	1 75
Baby's coat sweater, knitted,	2 00
Baby's hood, knitted,	\$1 75 and 2 00
Baby's jacket, plain knitted,	1 50 and 1 75
Baby's jacket, basket pattern, knitted,	2 00
Baby's nightingale, crocheted,	\$1 00 and 1 50
Baby's thumbless mittens, knitted,	35

For Children.

Gloves, knitted,	\$1 25 ¹
Leggins, knitted,	3 00
Mittens, knitted,	50 ¹
Sweater, knitted,	4 00 ¹

Playthings for Children.

Bean bags, crocheted silkateen,	\$0 35
Bean bags, knitted worsted,	35
Dog's sweater, knitted,	2 50
Dolls, crocheted and knitted dresses,	\$0 50 and 2 00
Hot-water bottle dolls, machine-stitched dresses,	1 75
Kindergarten balls, knitted (per set),	1 25
Reins, knitted,	\$1 00 and 1 50
Whip, knitted,	1 00

For Grown-ups.

Aviator cap, crocheted,	\$2 00
Bed socks, knitted,	1 15
Breakfast jacket, knitted,	6 00
Circular cape, knitted,	5 00
Gloves, knitted,	1 50 ¹
Helmets, or outdoor sleeping caps, knitted,	1 25 ¹
Hospital stockings, knitted,	1 75
Mufflers, knitted,	1 50
Neck scarf, knitted,	1 50
Nightingale, knitted,	6 50
Shawl, knitted,	\$3 00 and 3 50
Shawl, crocheted,	2 50
Shoulder scarf, crocheted puff-stitch,	3 75
Slippers, crocheted,	\$1 50 and 2 00
Slippers, knitted,	2 00
Sweater, knitted;	8 50 ¹

Useful.

Bath mat, knitted,	\$3 00 and \$3 50
Drainer cloth, knitted,	20
Face cloth, knitted,	\$0 10 and 40
Friction cloth, knitted,	35
Lettuce drier, knitted,	25
Terry bath mat, crocheted edge,	2 25
Terry wash cloth, crocheted edge,	15

BASKETS AND CABINET WORK.

Baskets.

Fruit: —

Apple baskets,	\$1 50
French fruit baskets,	2 25
German fruit baskets,	3 00

Flower: —

English gathering baskets,	2 25
Flowerpot holders,	50 ¹
Stick gathering baskets, — scoop, circular, improved,	\$3 50 and 3 75

Miscellaneous.

Church collection baskets,	\$1 25 ¹
Egg baskets,	65 ¹
Lunch baskets,	1 75 ¹
Mail baskets,	1 25
Napkin rings,	15
Punch bowl baskets,	1 75
Raffia hats (doll size),	25
Raffia mats,	35
Reed rattles,	50
Serap baskets in various styles and colors,	\$1 00 and 3 50
Wood baskets,	5 00

Trays.

Garden tray baskets,	\$2 25 ¹
Sandwich trays,	1 50
Serving trays, oval and square,	2 50

Footstools.

Folding caned stools,	\$3 50
Pith and caned stools,	2 25
Rush stools,	3 25 ¹

Cabinet Work.

Doll's bureau,	\$4 00 ¹
Medicine cabinets (to order),	5 50 ¹
Shirtwaist boxes,	6 00 ¹
Skirt boxes (to order),	10 00 ¹
Tables, priced according to size and style (to order),	
Wooden window wedges, in mahogany (per dozen),	50
Wooden window wedges, in white enamel, each,	05

¹ And upwards.

Furniture Polish.

Golden glow, \$0 25

Wire Work.

Coat hangers, large or small, \$0 10¹
Wire plant stand, 50¹

2. List of Hand-woven Fabrics.²

Hand-weaving done to order. Fine workmanship, artistic colors and designs, which for more than five years have given delight to most expert critics.

All products are woven on hand-loom by skilful blind women weavers.

Bags.

Children's party bag,	\$2 00
Corset bag,	1 50
Fancy-work bag,	\$2 00 to 5 00
Lavender bag,	35
Opera bag,	\$2 00 to 5 00
Sewing bag,	1 50 to 2 00

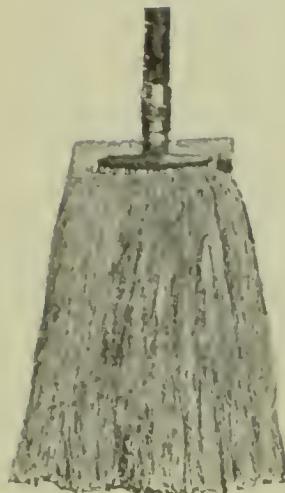
For Children's Wear.

For Grown-up Wear.

For the House.

¹ And upwards.

² Sold through the summer salesroom, winter salesroom and special sales.

3. *The "Wundermop."*

A mop was "Just a Mop"
until the
WUNDERMOP

Patented October 1, 1896

The "WUNDERMOP"

SAVES YOUR MONEY, SAVES YOUR MOPBOARDS
SAVES YOUR HEALTH

It outwears other mops, it has an easily adjusted handle, it does not scratch furniture or mopboards, it can be detached from the handle and thoroughly cleansed, it runs through the wringer!

Mop-heads, wet and dry, made in six different weights. Wundermop handles in two styles.

Used in hospitals, public buildings, and private homes.

Sold at leading stores

MASSACHUSETTS COMMISSION FOR THE BLIND
WUNDERMOP SHOP

686 Massachusetts Avenue, Cambridge, Mass.

(Facsimile of card used in advertising the "Wundermop.")

Retail Price List of the "Wundermop."¹

	Wet.	Per Dozen.
No. 12,		\$2 50
No. 14,		2 75
No. 16,		3 00

	Dry.	
No. 10,		\$2 45
No. 12,		2 70
No. 14,		2 95

Handles.

1 by 48 inch janitor handles, galvanized fittings,	\$1 75
1 by 54 inch janitor handles, galvanized fittings,	2 00
1 by 48 inch polished handles, nickel fittings,	2 75

4. Cambridge and Sterling Rugs.

The Cambridge rug is made in the following sizes and sold at the following prices:—

18 by 36 inches,	\$2 00
30 by 48 inches,	4 25
30 by 60 inches,	5 50
3 by 5 feet,	6 50
3 by 6 feet,	7 50
4 by 7 feet,	12 00
6 by 9 feet,	13 80
7½ by 10½ feet,	30 00
9 by 12 feet,	40 00

¹ Prices subject to change without notice.



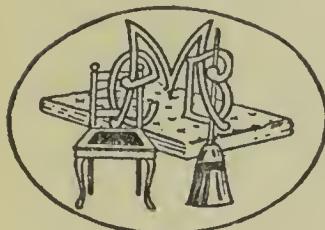
CAMBRIDGE RUG SHOP. — STOCK ROOM.

It is sold in New England by Jordan, Marsh & Co., R. H. Stearns & Co., C. F. Hovey & Co., Paine Furniture Company, Walter M. Hatch & Co., Boston; Barnard, Sumner & Putnam Company, Worcester; Pierce & Barreau, New Bedford; Meekins, Packard & Wheat, Springfield, and B. H. Gladding Dry Goods Company, Providence, R. I. Cambridge rugs are also sold in the open market and in the following States: California, Colorado, Connecticut, District of Columbia, Illinois, Indiana, Iowa, Maine, Michigan, Minnesota, Mississippi, Nebraska, New Hampshire, New York, Ohio, Oregon, Pennsylvania, Rhode Island, Texas, Washington and Wisconsin.

The Sterling rug, another rug woven by the blind, in harmonious tones, but without special design, is made in the following sizes, and sold at the following prices: —

18 by 36 inches,	.	.	.	.	.	.	.	.	.	.	.	\$0 90
27 by 54 inches,	.	.	.	.	.	.	.	.	.	.	.	1 75
30 by 46 inches,	.	.	.	.	.	.	.	.	.	.	.	2 25
3 by 6 feet,	.	.	.	.	.	.	.	.	.	.	.	3 50

5. "M. C. B." Brooms.



TELEPHONE
HAYMARKET 831

BROOMS
BROOMS
BROOMS

WORKSHOP OF THE
Massachusetts Commission for the Blind
34 VALENTINE ST., CAMBRIDGE, MASS.
MANUFACTURERS OF ALL-HAND-MADE BROOMS

WHOLESALE AND RETAIL

For the house, hotel, shop and stable;
For the factory, mill, railway and street.
Push brooms, track brooms, scrubbing brooms;
Special brooms made according to your own specifications.
Ordinary styles and sizes carried in stock.

(Facsimile of slip used in advertising the "M. C. B." broom.)

"Independence Grade," "M. C. B." Brooms.

NUMBER.	Approximate Weight per Dozen (Pounds).	SPECIFICATIONS.		Number of Bands.	Retail.	List per Dozen.	PRICES.			Discount from List.
		Approximate Length (Inches).	Style of Finish.				A	B	C	
5,	22	14	Spiral,	No. 1 Parlor,	\$0.30	\$3.00	\$2.85	\$2.62 ¹ / ₂	\$2.55	
5,	22	14	Spiral,	Bamboo,	30	3.00	2.85	2.62 ¹ / ₂	2.55	
6,	24	15	Spiral,	No. 1 Parlor,	3	3.50	3.25	3.06 ¹ / ₂	2.97 ¹ / ₂	
6,	24	15	Spiral,	Bamboo,	4	3.50	3.25	3.06 ¹ / ₂	2.97 ¹ / ₂	
6,	24	15	Mill,	No. 2 Parlor,	3	3.50	3.25	3.06 ¹ / ₂	2.97 ¹ / ₂	
7,	24	16	Spiral,	No. 1 Parlor,	4	4.00	3.80	3.50	3.40	
7,	24	16	Spiral,	Bamboo,	4	4.00	3.80	3.50	3.40	
7,	24	16	Spiral,	No. 16 Warehouse,	4	4.00	3.80	3.50	3.40	
7,	24	17	Mill,	No. 1 Warehouse,	4	4.00	3.80	3.50	3.40	
7,	24	18	Mill,	No. 1 Warehouse,	5	4.50	4.25	4.06 ¹ / ₂	3.94	
8,	32	18	Mill,	No. 1 Warehouse,	5	4.50	4.25	4.06 ¹ / ₂	3.94	
8,	32	18	Mill,	No. 1 Warehouse,	5	4.50	4.25	4.06 ¹ / ₂	3.94	
Jan.,	33	17	Mill,	No. 1 Warehouse,	4	4.50	4.25	4.06 ¹ / ₂	3.94	
9,	36	19	Mill,	No. 1 Warehouse,	5	5.00	4.75	4.37 ¹ / ₂	4.25	
9,	36	19	Mill,	No. 1 Warehouse,	5	5.00	4.75	4.37 ¹ / ₂	4.25	
10,	40	20	Mill,	No. 1 Warehouse,	5	5.50	5.25	4.81 ¹ / ₂	4.67 ¹ / ₂	
10,	40	20	Mill,	No. 1 Warehouse,	5	5.50	5.25	4.81 ¹ / ₂	4.67 ¹ / ₂	
6 R.M.,	33	16	Mill,	No. 1 Warehouse,	4	4.50	4.25	3.94	3.82 ¹ / ₂	
7 R.M.,	36	17	Mill,	No. 1 Warehouse,	4	5.00	4.75	4.37 ¹ / ₂	4.25	
8 R.M.,	38	18	Mill,	No. 1 Warehouse,	5	5.50	5.25	4.81 ¹ / ₂	4.67 ¹ / ₂	
9 R.M.,	42	19	Mill,	No. 1 Warehouse,	5	6.00	5.70	5.25	5.10	
10 R.M.,	46	20	Mill,	No. 1 Warehouse,	5	6.50	6.17 ¹ / ₂	5.50	5.32 ¹ / ₂	

REMARKS.

We manufacture four grades of corn brooms: "Independence" is our regular grade of stock brooms; "Reliance" is made to order by our best workmen from carefully selected material, and may be had for 50 cents per dozen or 5 cents each extra; "Satisfaction" is the equal in utility of "Independence", but fails to come up to our high standard of inspection; our "Eagle" grade comprises seconds, damaged stock, brooms made from stained or otherwise inferior corn. We guarantee under our "M. C. B." label, the first three grades. We are often in position to offer special bargains in our "Satisfaction" and "Eagle" grades, but cannot quote them in advance. Write for prices if you can use these grades.

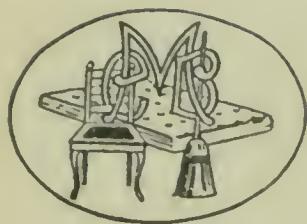
We will substitute wire for twine for 25 cents per dozen extra for the first band of sewing, and 15 cents a dozen extra for each additional band. We will substitute railroad finish (three extra staples) for mill finish for 25 cents per dozen extra. We make a specialty of filling orders on our customers' own specifications.

We would like to call special attention to our janitor broom, listed above. This broom, which is cut to a length of a No. 7, gains its weight through an additional amount of corn on the handle, giving a thick, firm, substantial broom, particularly desirable for sweeping large floor areas in public buildings, where used by a man.

One or two brooms will be sold at retail price; quarter dozen at list price; half dozen subject to discount A; one to four dozen subject to discount B; and five dozen or more subject to discount C. Our terms are strictly C. O. D., except with customers who have opened charge accounts with us; on orders of one dozen or more we allow an additional discount of 2 per cent. C. O. D., or cash ten days. All accounts must be net thirty days.

Our prices are F. O. B. Boston, and subject to change without notice, according to fluctuations of the corn market, for which consult schedules bearing other numbers.

6. "M. C. B." Renovating Processes.



MASSACHUSETTS COMMISSION FOR THE BLIND
MATTRESSES CHAIRS AND BROOMS

THE "M. C. B." WORKSHOPS OF THE
MASSACHUSETTS COMMISSION FOR THE BLIND

CAMBRIDGE, - - -	34 VALENTINE STREET
PITTSFIELD, - - -	30 EAGLE STREET
LOWELL, - - -	213 DUTTON STREET
WORCESTER, - - -	191 FRONT STREET
FALL RIVER, - - -	28 BORDEN STREET

MATTRESSES RENOVATED AND MADE TO ORDER

CHAIRS RESEATED

BROOMS MANUFACTURED AND SOLD AT WHOLESALE

AND RETAIL

Our shops employ blind workmen, guarantee satisfactory work at standard prices, collect and deliver free en route of our teams.

We specially need the continuous patronage of our friends in our renovating processes,—making over mattresses and reseating chairs,—as obviously work in these lines can be carried on only when orders are in hand. In manufacturing processes, product can be accumulated in dull seasons, if capital is available; in renovating processes, our men must stand idle when we have caught up with our orders.

Communicate with our nearest shop for further information or prices, and favor us with your orders in any of our lines.

(Facsimile of card used in advertising the "M. C. B." shops.)



